

LEATHER and SHOES

The International Shoe and Leather Weekly

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LEATHER and SHOES

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SELL ESTHETICS, NOT UTILITY ALONE

Shoes have a great sales potential by meeting basic human desires

THREE has always been a hesitancy on the part of many in the shoe industry that we should not and cannot sell people more pairs of shoes than they "need." This commonly accepted thesis is based on the belief that the "average" person in the U.S. consumes about three pairs of shoes a year—and that they do not or cannot consume (wear out) any more. In short, if a person buys five pairs this year he'll buy only one pair next year, so that the average annual per capita consumption is still only three pairs.

Thus, to prevent any condition of famine following feast, the result of over-selling one year followed by under-selling the next, these shoe men advocate maintaining the basic consumption pattern of selling an average of three pairs per capita annually. This is the "safe and sane" policy, they argue. You just can't make people walk and wear out more shoes than they ordinarily do, is their point. Stick to the "proven" formula and everything will be all right. Beyond that it's greed, and greed never pays off.

Persuasive Argument

All this, based on this historical pattern of shoe sales and consumption, makes an apparently persuasive argument. Once something has worked out with fair consistency in the past, it is likely to be accepted as the best policy to follow.

But the records of history are also filled with cases where the historically accepted pattern has proved wrong—or, when altered, has been improved. For decades this has been done in the fields of science, where scientific theories of long acceptance have been disproved, new theories advanced, accepted and found more workable. The whole field of social and human relations has been undergoing drastic changes, particularly in the past half century; accepted policies of the past now look feudal by comparison. Many standard business practices of a generation ago are today out-moded by far more effective procedures.

These same principles apply to

L and S Editorial

Reprints available at nominal costs:
Up to 100, 10c each; 200-500, 5c each;
1000-3000, 2½c each; 5000 or over,
1½c each.

footwear—to the hackneyed idea that we cannot and should not sell more than an average of three pairs per capita, the historically "proven" consumption pattern.

Now, there are some gaping holes in this "historically proven" pattern of shoe sales and consumption. First, it has been regarded with a one-eyed perspective. Shoes are seen here primarily as an article of *utility* value. That is, it requires the full wear of about three pairs of shoes to carry the average individual through a full year. Thus, a fourth pair or more becomes "surplus" and virtually unnecessary. It is regarded as a "waste" or "luxury" purchase, something beyond essential needs. Shoes sold beyond the point of essential need are shoes "forced" upon the public, and such sales, it is claimed, take on an unethical character because of pressure tactics.

This is a sorry, misfortunate concept of human nature and the foundations of the American way of life. It is not only a distortion of human psychology but a betrayal of it.

First, the basic concept of the old school—regarding shoes primarily as a utility product—is wrong. Shoes serve a purpose far beyond that. As an article of fashion they fill an important and profound human need—that of lifting morale, self-esteem and a sense of well-being by gratifying the esthetic demands of human nature.

Mark Twain said, "When I feel low and depressed I dress up in my best clothes, take a walk to parade myself, and I am soon in a new frame of mind."

This typifies the psychological value of one's appearance to one's morale. Appealing color and design

and freshness are essential to morale. A wardrobe of shoes beyond the "essential" three pairs serves a very practical purpose. Such shoes are not worn solely to protect the feet from pebbles and pavements. They give the wearer an esthetic gratification, resulting in the new, uplifting frame of mind expressed by Mark Twain.

In this light, it is ridiculous to claim that shoes beyond the "basic" three pairs are a luxury or waste. In America each year several billions of dollars are spent on goods and services designed to render an esthetic service to appeal to the basic human desire to look and feel more attractive, to boost morale through beauty. To regard shoes as primarily an article of utility is to deny the potent reality of this deep human need.

Rising Standard

The core of the American way of life is a constantly rising standard of living. This does not mean merely to provide people with more of the material things of life, but to give the human personality an ever-expanding opportunity to express its inner desires, to enjoy the fuller, more beautiful life. This means the opportunities to enjoy more of what were once the luxuries of leisure time, of art and culture—of the esthetic values that are so deep-rooted in all of us.

All this is no attempt to create any arty, abstract argument. It is an effort to create a new attitude—one certain to come, anyhow—that shoes should be sold as much as an article of esthetic value as of utility value. And, as such, the contention that the average individual will not or cannot consume (wear out) more than three pairs a year becomes an impotent and unsupportable argument.

If the American public sees its footwear primarily as an article of utility it is only because it's the result of the shoe industry forcefully selling this point over the years. The public is ripe to adopt a new attitude based on esthetic values—and consequently to buy and use more shoes per capita—if it is inspired with a new frame of mind.

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Here's How. HAS NEW PRESSURE PAD — SIZE 16½ x 8"

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Minimum effort
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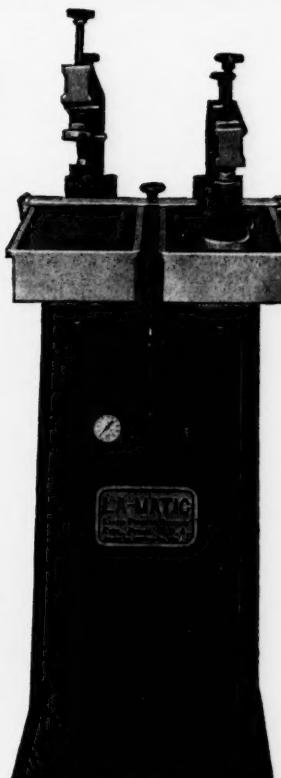
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Accommodates all types of
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For greater adaptability, in-
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will appreciate the ease in
handling large size shoes. This
new Model is engineered to
give efficient, trouble-free
service.



TILTED PAD BOX

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StyleScope

SHOE FASHION NEWS AND TRENDS

"It is important to sell women more than one pair of shoes at a time," stated Helen Valentine, editor-in-chief of **Charm** magazine, before a group of St. Louis shoe manufacturers and retailers. She went on to say that multiple sales are the result of fashion stimulation. Posing a question, she continued, "Is there over-emphasis on the 'safe' style? Fashion excitement is the lifeblood of the fashion business . . . but aren't too many shoe manufacturers consistently betting on the established running number? We aren't suggesting that you make tricky shoes—that you load your salesmen with a high-fashion silhouette. To get a woman to buy an extra pair of shoes, you have to put a little extra something into the footwear you make."

This brings us back to frayed subject of the same old pump. For several seasons there has been no fresh silhouette in women's dress shoes, especially for Fall and Winter. There has been no fashion excitement. Manufacturers resting on laurels of successful pump promotions of four-five years ago. When women can wear simple pump with just about every type costume, will not buy that extra pair.

"If you want women to buy a wardrobe of shoes, relate footwear to fashion," another point stressed by Miss Valentine. In backing up this statement, she said, "During the past few years we have all seen the way fashion has been used to sell everything from cigarettes to automobiles . . . yet so many shoe advertising campaigns exist in a fashion vacuum. All too often, shoe ads appear with a major sketch or photograph of the shoe, with the manufacturer's name, and sometimes a clever slogan . . . but little, if any, copy relating the shoe to the fashion trends of the particular season. Tell women they need shoes to work in, to relax in, to dance in."

Present advertising campaigns easily create vacuum in minds of consumers when considering shoes a fashion item. Industry in general admits necessity of styling shoes in keeping with fashion trends. By and large, designs capture fashion feeling of times. But why doesn't industry tell consumer that this is case? A quick run through ads of other accessories reveals a good share of coordination and correlation to general fashion news of today. For example, gloves related to the newest feeling in sleeves,

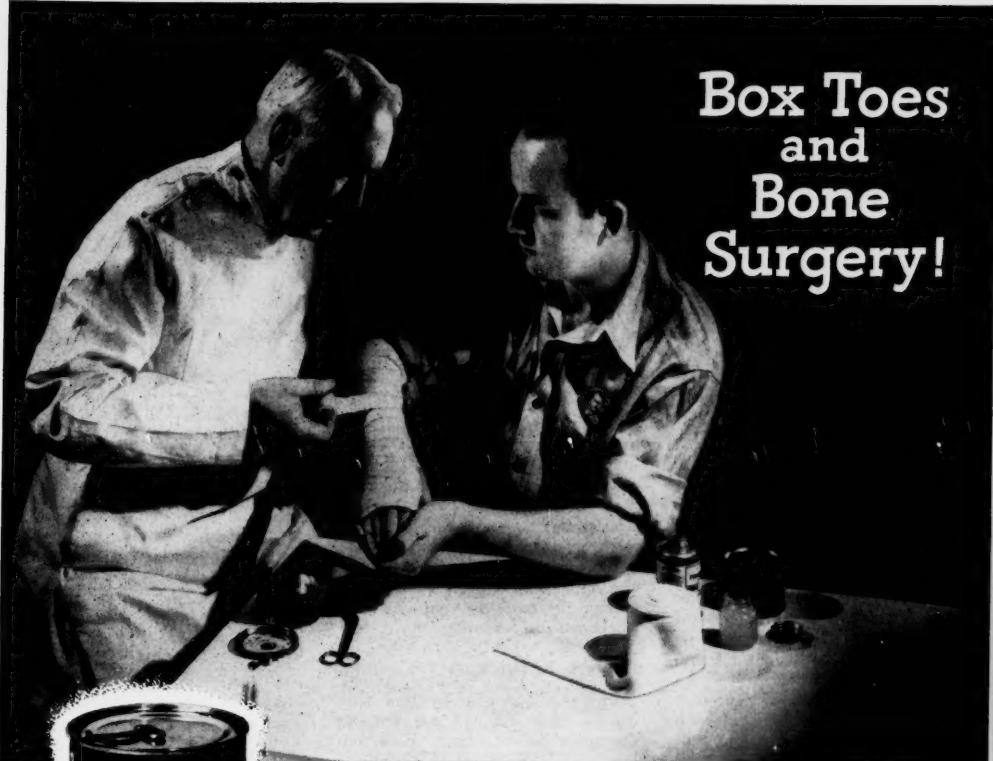
jewelry related to new necklines and hair arrangements, stockings related to newest colors and to shoes, etc.

Retail end of business should stress same kind of fashion correlation. Miss Valentine presented a theory as follows: "Much too often we find an artist faithfully illustrating each tuck or pleat in the featured dress or suit or coat . . . but finishing the drawing by sketching in completely imaginary shoes, hat, handbag! Why not select these items from stock . . . merchandise them as integral parts of a costume? For the same amount of money . . . in the same amount of space . . . shoes, hats, and accessories that are in the store, waiting to be sold, can be brought to the readers' attention—can make her want to buy them, too.

And why not fashion shows that sell shoes? The very stores that complain about magazines cropping photographs at the knees or always showing a pump are the ones to take shoes out of a prop closet for a window or a show—or an ad. Fashion coordinators and display directors too frequently make no effort to find out what shoe the shoe buyer is loaded with. Here top management could help build volume by insisting that the shoe buyer always be included in any discussion regarding fashion promotions for the store. This department could make a major contribution and should not be left out of the family circle . . . regardless of whether the store owns the department or not."

A revamping of ideas on advertising, promotions and merchandising called for. Shoe industry has been sailing along with old methods. Granted, business isn't bad—but it could always be better. However, to improve sales figures requires vigorous pushing. Increase in profits well pays for a little hard-thinking. Advertising is being done—why not get more out of the advertising dollar by presenting a better sales-stimulating story? Promotions are being carried out—why not create more interest by presenting fresh, logical ideas? Merchandising is being planned—why not take advantage of every possible outlet to push footwear?

Rosalie Margarian



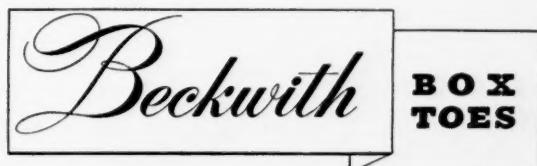
Castex is a patented rigid bandage that is used in place of heavy and bulky plaster casts for immobilization in bone setting. It is an impregnated tape that becomes rigid upon the evaporation of its retained solvents. Castex is made in a variety of

Most shoe manufacturers have never heard of Castex and we hope they never will, since

widths and is ready for use upon removal from its hermetically sealed container. It serves the ethical medical profession as efficiently as *pyroxylin box toes serve shoemakers everywhere. Understandable, since both are made in the same plant and with the same skills. Even as Castex was developed from box toe experience, its unique construction and its requirement for speedy solvent evaporation taught us much that is standard box toe practice today.

* Lucky Strike and Dalo, products of the Arden-Rayshire Company, Watertown, Massachusetts, wholly-owned Beckwith subsidiary.

Sole distributors for Castex — Bauer and Black, Division of the Kendall Co., Chicago, Ill. In addition to the production of over seventy types and weights of conformable box toe materials, "Beckwith" means molded steel safety box toes, industrial feltmaking and plastics fabrication.



...you buy more when you buy Beckwith

LEATHER and SHOES

THE BONWELT SHOE PROCESS

Results of two-year tests on a new construction for juvenile shoes

By L. L. Blyler and F. B. Melea

Compo Chemical Co., Inc.

FOR the past 24 years, the cemented shoe has gained wide acceptance in the women's field due to its comfort, flexibility and repairability. Compo Shoe Machinery Corp., who pioneered in this development, felt for some time that these advantages might be carried over into juvenile footwear. Accordingly, a two-year research program was initiated early in 1950 in this direction. This work, directed by Frederick Melea, comprised wear tests on four general kinds of juvenile footwear; namely, pre-welt, single-sole stitchdown, Goodyear welt and cemented types. All shoes were produced under production conditions in factories of leading juvenile manufacturers and were made so that each pair contained either a stitchdown, pre-welt or Goodyear welt and a cemented shoe.

For general information, a short

description of the methods of manufacture of the various type shoes follows:

Single-Sole Stitchdown

This shoe was manufactured with an insole which is not normally characteristic of this type shoe. The insole, cut oversize to project beyond the last line, was tacked to the last. The upper was then thread-lasted to the insole and the outsole lock-stitched to the upper.

Pre-Welt

This shoe was manufactured without an insole. A welt was sewn to the upper before lasting. Both welt and outsole were cemented with a temporary sole-attaching cement, the upper was wiped in over the last with a lasting machine, and the out-

sole spanked onto the welt while the upper and welt were held in place by the wipers. The outsole was then lock-stitched to the welt.

Goodyear Welt

Conventional Goodyear welt construction was used throughout on this type shoe. The insole was standard for Goodyear Welt construction and standard methods were used for attaching the welt to the lasted upper on the Goodyear Welt sewer.

Cement

It was apparent in this series of tests that the conventional process for making close-edge women's shoes would have to be modified so that the appearance of all shoes would initially be similar. Accordingly, the "Bonwelt" type construction was adopted wherein an insole was tacked



Upper left: Goodyear, left, and Bonwelt before wear.
Upper right: Goodyear, left, and Bonwelt showing comparative toe curl after wear.
Lower left: Goodyear, left,

and Bonwelt after equal period of year. Lower right:
Goodyear, left, and Bonwelt, showing comparison of insole
wrinkling after wear.

to the last, the upper latex cemented to the insole in forepart and toe, and staple-lasted in the shank and an extension edge sole then attached by cement to the lasted upper. After sole-attaching, a welt was lock-stitched to the sole extension.

In the case of all-leather construction, a hard synthetic resin cement was used for sole attaching while, in the case of the rubber sole construction, a tough synthetic rubber cement was used. In both cases, the cement was allowed to dry thoroughly, followed by heat-activation of the cement film and sole-attaching by conventional methods.

Wear Tests

In all wear tests carried out, attempt was made to reduce the effect of greater wear on one foot than the other by alternating the type of construction from right to left and vice versa in each group. Initially, 260 pairs of shoes of all-leather construction were prepared for wear test, ranging in size from 3 infants' to size 7 growing girls' and little gents'. The program was enlarged later to include 385 pairs of shoes, utilizing soles of both the so-called "nuclear" or polymeric types as well as vulcanized rubber.

Virtually all shoes were wear-tested in orphanages in the Boston area

with frequent periodic check-ups of the shoes being tested. These wear tests were usually severe. In many cases the shoes were the only ones the children possessed and, as a result, were worn when in such condition that normally they would not be worn. In most cases, the shoes were worn to practical destruction, either due to construction failure or wear-through of the sole.

In general, many of the observations noted by Robert B. Hobbs of the National Bureau of Standards in his articles, "Service Tests of Boys' Shoes," are verified by the results of this series of tests. Leather soles wore through in large part in a considerably shorter time than the vulcanized rubber or polymeric type of sole due to leather's poorer abrasion resistance. Back-seam opening by failing of the stitches due to putting on the shoe without opening the laces sufficiently was fairly common. Creeping of the polymeric type of soles and, to a lesser extent, the vulcanized rubber soles was encountered with consequent curling of the toes to a greater or lesser extent, depending on the type shoe construction.

The Bon-Welt construction in these series of tests compared favorably with the Goodyear welt construction, with both of them being somewhat superior in all-around characteristics

to either the prewelt or single-sole stitchdown. These latter are difficult to repair due to their construction, a factor of relative unimportance when shoes are worn to destruction but quite important for the average family.

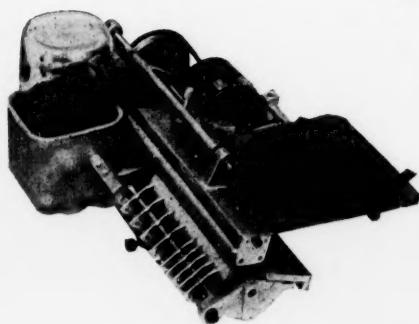
Curling Toes

Generally speaking, curling of the toe with polymeric or rubber soles was less pronounced with the Bon-Welt construction than with any of the stitched constructions, due probably to the elasticity of the cement which allowed the sole to creep without distorting the upper. This elasticity also eliminated failure due to breaking of the stitching when creeping of the sole was encountered. Generally speaking, the insole on the Bon-Welt shoe likewise retained its shape considerably better than any of the stitched types tested.

These tests indicate the Bon-Welt process is a practical method for juvenile shoe construction under adverse wear conditions. Shoes made by this process are somewhat more flexible than the Goodyear welt shoe, equal to the Goodyear welt and superior to the prewelt or single-sole stitchdown in reparability, and at least equal to all of them in wearing characteristics. In short, the tests indicate the cemented shoe fills a definite niche in the juvenile shoe field.

BOSTON SPEEDFLEX CEMENTER

For Use with Latex Cement



Eliminate washboard sock linings . . . Cut your cement bill by 35% . . . Keep the inside of your shoes clean . . . Increase your production . . . Get complete cement coverage and get away from loose sock linings.

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Milwaukee, Wis.

St. Louis, Mo.

Los Angeles, Cal.

FIGURING CHEMICAL COSTS

By Karl Victor and Herbert F. Stevenson

Bate, Pickle, Chrome Tan Costs

These are all related to the white weight, and material consumptions could be obtained from the formula immediately, with the only exception of materials for chrome liquors which had to be calculated as follows:

To tan 100 lbs. of white weight, 2.5 lbs. of chromium oxide were needed out of which 0.7 lbs. could be regenerated from the spent liquors. Therefore, 1.8 lbs. were consumed corresponding to 3.523 lbs. sodium dichromate.

The chrome liquor was made by reducing sodium dichromate with shavings and a little molasses in the presence of sulfuric acid. Needed for 100 lbs. sodium dichromate were 90 lbs. sulfuric acid and 12 lbs. molasses.

Table 10 shows that 47.9 percent of the total consumption was supplied from Chromosal, a ready-made tan-

ning compound for which these ingredients were not necessary. Thus they both had to be reduced by 47.9 percent. For 100 lbs. sodium dichromate, 46.9 lbs. sulfuric acid and 6.3 lbs. molasses had to be calculated. Thus for 3.523 lbs. sodium dichromate there were needed 1.654 lbs. sulfuric acid and 0.222 lbs. molasses.

Another little complication was caused in the bate. Lactic acid was used for deliming at a relatively lower price, but this was not available at the time of the calculation and had to be replaced by the much more expensive glycolic acid. (See Table 12.)

Average chemical costs of one pound of white weight, 1.249 cents; replacing chemical costs of one pound of white weight, 2.005 cents.

Neutralization, Dye, Fat Liquor

All material consumptions of these operations were related to shaving

weight and their expenses could be accounted together. (See Table 13.)

According to Table 2 (See L&S, Nov. 24, 1951), 100 lbs. shaving weight equal 193 lbs. white weight. For one pound of white weight the following expenses could be obtained: Average chemical costs, 0.638 cents; replacing chemical costs, 0.966 cents.

Finishing Costs

These had to be related to the number of pieces and had to be determined by measuring the quantities of finishes applied to 100 skins. These were the following: Stain, 2 gals.; pigment coat, 5 gals.; top coat, 2½ gals. The stain contained the following chemicals: 5 percent lactic acid (or glycolic acid); 2 percent Nigrozine,

Ingredients of the pigment coat were:

20 % black pigment
1.5% Nigrozine
5 % beef blood
1 % orange shellac
0.5% caseine
1 % Turkey red oil
3 % poly ethyl glycol
1.25% Irish moss

Ingredients of the top coat were

1.5 % Nigrozine
5 % beef blood
0.5% shellac
0.5% caseine
1.5 % poly ethyl glycol
5 % formaldehyde

All ingredients of the different finishes are enlisted and summed up in Table 14. (See Page 39)

Having found the weights of all chemicals used for finishing operations, their costs could be calculated as shown in Table 15. (See Page 39)

(Continued on Page 39)

TABLE 12					
Chemical Costs of 100 lbs. White Weight in Bate, Pickle, Chrome Tan					
Denomination	Consumption	Average Price of 1 lb. c	Average Chemical Costs \$	Replacing Price of 1 lb. c	Replacing Chemical Costs \$
<i>Bate</i>					
Lactic acid	0.73	12.22	0.089		
Glycolic acid				43.20	0.315
Molasses	0.65	0.79	0.005	0.79	0.005
Oropon bating enzyme	1.00	11.00	0.110	11.00	0.110
<i>Pickle</i>					
Salt	8.00	0.72	0.058	0.79	0.064
Formic acid	1.00	11.77	0.118	15.60	0.156
<i>Tan</i>					
Salt	3.00	0.72	0.022	0.79	0.024
Sodium dichromate	3.53	22.95	0.811	36.35	1.284
Sulfuric acid	1.65	1.25	0.021	1.72	0.028
Molasses	0.22	0.79	0.002	0.79	0.002
Soda ash	0.62	2.10	0.013	2.79	0.017
Total			\$1.249		\$2.005

TABLE 13					
Chemical Costs of 100 lbs. Shaving Weight in Neutralization, Dye, Fat Liquor					
Denomination	Consumption	Average Price of 1 lb. c	Average Chemical Costs \$	Replacing Price of 1 lb. c	Replacing Chemical Costs \$
Sodium bicarbonate	1.80	3.21	0.058	4.06	0.073
Chrome Leather Black	0.30	54.00	0.162	88.02	0.264
Soap	0.30	31.20	0.094	42.53	0.128
Rape seed oil	0.20	12.53	0.025	12.53	0.025
Sulfonated oil (mixture)	2.10	28.13	0.591	41.20	0.865
Egg yolk 20%	1.00	30.21	0.302	50.90	0.509
Total			\$1.232		\$1.864

for satisfaction plus in grains and suedes

specify

CALCOCID*

LEATHER BROWN G

LEATHER BROWN GD

LEATHER BROWN R

You'll get a *large* measure of satisfaction when you apply the CALCOCID LEATHER BROWNS, either alone or in combination. They will produce a range of colors, from yellow-browns to red-browns or tans, on either grain or suede leathers.

The CALCOCID LEATHER BROWNS work well on chrome tanned kid, calf, side-leather or sheep, and on chrome tannage or syntans. They are also desirable as shading dyes for other dye combinations, and they produce clear uniform shades with good glazing properties on grain leather.

Ask your Calco representative
for full information.

*Trade-mark



AMERICAN Cyanamid COMPANY
CALCO CHEMICAL DIVISION,
DYESTUFF DEPARTMENT
BOUND BROOK, NEW JERSEY

REPRESENTED IN CANADA BY
NORTH AMERICAN CYANAMID LIMITED,
CALCO CHEMICAL DIVISION
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NEW YORK • CHICAGO • BOSTON
PHILADELPHIA • CHARLOTTE
PROVIDENCE





The answer to that one is simple—there is no ONE thread that's best for *all* shoe seams. The development of synthetic threads—added to the ever-useful cotton—presents to the shoe manufacturer a far greater opportunity than ever before to pick a thread for a given seam that *best meets the needs of that seam in end use*. From tests in its own laboratories and from "Experience" reports of its men in the field, The American Thread Company has established,

for example, that in certain shoe seams where abrasion-resistance in the thread is very important, *no* other thread can match one of the synthetics for performance. In another instance where resistance to acids is paramount, another of the synthetic threads outperforms anything else available. In other shoe seams cotton does the best job of all.



†Dupont's trademark for its acrylic fiber
■Dupont's trademark for its polyester fiber

Why not ask your American Thread Company representative for complete details on the best threads for your purposes?

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VELKA*

Light enough to almost float; smart enough to rate second glances; and as easy on the feet as on the eyes. It's a new Craddock-Terry masterpiece featuring rich, pliant Colonial Velka* leather.



*Velka is made in the tannery where every worker is a partner

COLONIAL TANNING COMPANY, INC. BOSTON 11, MASSACHUSETTS



THE MOST QUOTED SHOE AND LEATHER

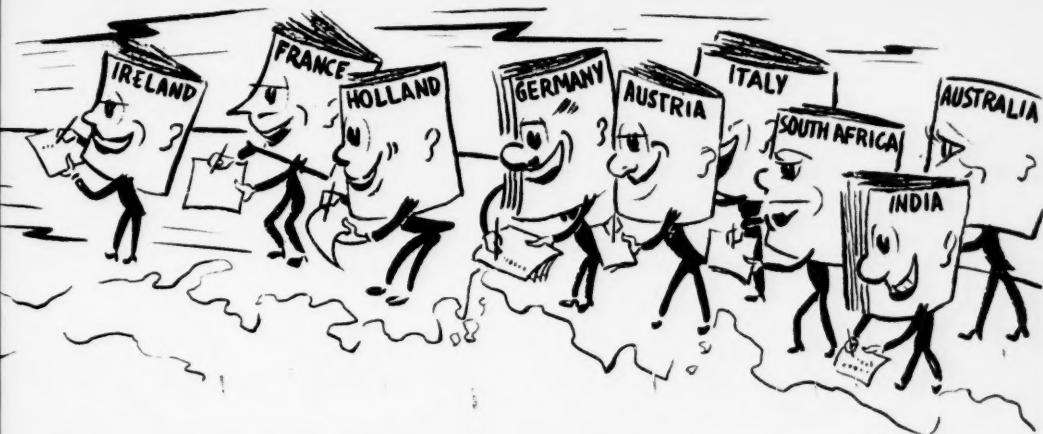
PROOF

That *Leather And Shoes* is the *real voice of authority* of the U. S. shoe and leather trade press.

Throughout 1951, an exhaustive study was made of all shoe and leather trade publications of 12 major foreign countries: Argentina, Australia, Austria, Canada, England, France, Germany, Holland, India, Ireland, Italy and South Africa. The total production of leather footwear in these countries amounts to nearly one-half billion pairs annually.

33 foreign trade publications were studied—a total of 880 separate issues examined. All material—editorials, news, features, market reports, etc.—taken and quoted from any of the eight U. S. shoe and leather trade papers were recorded. Several hundred such items were found.

Leather And Shoes accounted for 63.6% of all the quoted material found in these 33 foreign publications—more than was quoted from all other U. S. trade papers combined. Moreover, *Leather And Shoes* was quoted by 27 out of the 33 foreign publications, while the next U. S. trade paper was quoted by only three out of the 33.



PUBLICATION IN THE WORLD . . .

HERE'S THE SCORE

U. S. Publication	% Of Quotes
LEATHER AND SHOES	63.6%
Boot and Shoe Recorder	12.8
American Shoemaking	11.9
Weekly Bulletin	5.9
Creative Footwear	2.8
Footwear News	1.9
Leather Manufacturer	.6
Shoe & Leather Reporter	.5
<hr/>	
	100.00%

When a magazine is the most quoted it is obviously the best read

That's why each week more than 10,000 shoe and leather industry executives read, enjoy and profit from

LEATHER and SHOES



Predictions that men's shoes are in for big year backed up by manufacturers of other apparel. One of most significant is statement by M. J. Lovell, director-counsel of National Association of Shirt, Pajama and Sportswear Manufacturers. Lovell declared introduction of warm weather shoes as well as emphasis on seasonality cannot fail to bolster retail sales this summer and fall.

Men's wear has advanced in style and ideas much faster than women's lines in last few years, says Lovell. Comparatively speaking, industry is far ahead of women's field and gives better value, dollar for dollar.

Commenting on recent sales fall-offs in clothing, hats and neckwear, Lovell said men's wear industry has been changing rather than slipping. Process of change or evolution is big factor in most men's wear and it takes consumer a while to catch up with changing styles. Popularity of men's summer shoes, particularly nylon slippers, after season of stagnation last year, bears out thesis.

Powerful Canadian groups now pressuring Canadian Government to provide more tariff protection against "unfair competition" and "dumping" in Canadian market of many items including shoes and other leather goods. President of Canadian Manufacturers Association, Hugh Crombie, has protested against "escape clause" of U. S. Reciprocal Trade Agreements Act, pointing out U. S. producers have taken advantage of clause to apply for tariff increases or quota regulations on many items.

California State Chamber of Commerce reports number of cattle being fed for market this summer at least 20 percent larger than last year. With surplus available, prices expected to be substantially lower than year ago. California situation tallies with that of other cattle producers. Fact is, cattle marketings this summer and fall should be well above 1951. Result will be plentiful hides, prices at best near current levels, possibly below. Only radical switch in international situation could change this.

Tanners who have been worried about steadiness of hide market actually not as worried as they claim. More experienced fully convinced market cannot remain too strong over rest of year. With plenty of hides available, tanners still taking their time on purchasing raw-

stock, doing all they can to keep prices down. Appears many tanners have learned their lesson since Korea, realize pushing up prices, unwittingly or no, is worst thing they can do to the leathers they produce.

Look for leather prices to remain near present levels, possibly drop a few cents by fall. Even though some tanners protest about low prices at which they must sell their leather (low compared to late 1950, early 1951 levels), majority convinced that leather prices now about as high as they should go. Anything higher may well drive away customers only recently returned—this time for good. Tanners have little to gain by pushing prices higher, particularly if they scare away customers while being forced to pay more for rawstock.

Leather and shoe worker employment downturn which began in Spring 1951 appears safely halted. This is word on Bureau of Labor Statistics. Bureau reports hiring in leather, apparel and textile industries increased substantially during May (latest month for which figures are available) and was higher than in May 1951 when these industries were rapidly reducing workforce in face of slackened consumer demand and rising inventories. Both leather and apparel groups also reported longer workweeks than year ago.

May turnover rate was 5.5 per 100 employees against 4.7 in April. Total accession rate was 5.7 per 100 employees against 3.7 last April. Actually, May 1952 employment in leather and shoe industry was two percent below a year ago. However, tanneries and shoe factories were still running at pretty active levels during May 1951 and real lay-offs did not hit until summer.

U. S. cattlemen still suicidally short-sighted about hoof and mouth disease. Most are perfectly willing to have U. S. set up \$10 million laboratory to study disease, develop better control methods, but none wants lab anywhere near his own territory. Witness protest this week in Connecticut by New York and Connecticut dairymen against Government setting up new laboratory in Plum Island in Long Island Sound. Yet U. S. continues virtually as island in world covered with areas of infection. And U. S. \$19 billion cattle industry is least immune to virus infection now raging in Canada, Mexico, South America, Europe and Asia.

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material...a development
of both chemistry and science...
originated and produced
exclusively by us.

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yields a net result which is confirmed
either by the microscope or by
the sensitive fingers of
expert graders of leather.

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domestic materials.



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U. S. A.

OPS MAY DROP SHOE PRICE DIVISION

STAUFFER TO LEAVE AGENCY THIS MONTH

Reduction Of Funds Hits Controls Set-Up

A sharp reduction in the price control staff handling hides and skins, leather and shoes is in the offing by Sept. 1, it was learned this week.

The hide, leather and shoe division of the office of Price Stabilization, which has been under Dickson S. Stauffer, may be eliminated as a division, although one or more persons may continue performing the functions of the division.

Stauffer already is committed to resign by July 31 and Hugo J. Bauch, head of the shoe branch, is also expected to resign shortly.

The division, which once had 18 fulltime employees and additional consultants on a part-time basis, now is down to eight persons. Half of the present staff consists of clerical help.

For the year ending last June 30, OPS had \$69 million, but for the current 10 months to April 30, 1953, the total is only \$37 million. As a consequence, OPS is reducing its staff by half, with Sept. 1 as the target date for most of the reductions.

Reduced Operations

A one-third reduction in funds for the National Production Authority for the coming year also promises a cutback in NPA staffs handling hide, leather and shoe matters.

The size of the reduction in the leather division, under Julius Schnitzer, is not known exactly as yet, but it could even be more, proportionately, than for NPA as a whole. This is because the supply of hides, once precarious, has become all too plentiful.

At its peak, the leather division of NPA had a total of 48 employees, including consultants. At present, it has about half that number.

Last year, NPA was administering upwards of half a dozen leather conservation orders, and also allocating hides. Now, however, virtually all these programs are abolished.

For NPA as a whole, the appropriations for the year ending last June 30 was \$30 million. For the current fiscal year, the total comes to \$21 million.

Stauffer, who has been chief of the hide, leather and shoe division of OPS for the past 18 months, resigned this week, effective July 31.

Stauffer, retired vice president of the International Shoe Co., St. Louis, presided over the branch during the stormy days when price controls were getting started, when industry advisory committee meetings were being held, and, later, when suspension of controls got under way.

The resignation has been coming for some time, but top OPS officials persuaded Stauffer to stay on until the authority for the agency was renewed last month by the Congress.

Stauffer was with government during World War II, with the Office of Price Administration, the War Production Board, and took trips to Britain and Argentina for a British-Canadian-American mission on shoes, leather and hides.

Westex Names Bing Crosby Chairman

Westex Boot and Shoe Co., Inc., of Wichita Falls, Texas, added a note of glamor to the shoe industry this week with the announcement that crooner Bing Crosby, who needs no introduction, has joined the company as chairman of the board.

In a complete reorganization of its executive staff, the company named writer Kenyon Brown as president and general manager. Herman Schroder, veteran shoe executive, has joined the firm as national sales manager and Art Heyer is production superintendent.

Westex is one of the leading manufacturers of fine quality cowboy boots.

MILES SALES UP

Dollar sales of Miles Shoes, Inc., retail shoe chain, for the 22 weeks ended July 5, 1952, totaled \$11,685,000, an increase of \$723,000 or 6.6 percent over the comparable 1951 period.

Sales for the five-week period ended July 5, 1952, amounted to \$3,237,000, up \$165,000 or 5.4 percent over the \$3,072,000 reported in the same period a year ago.

Sales for the four weeks ended May 31, 1952, showed a decrease of 2.5 percent from the comparable 1951 period.

HIDE FIRM MUST DEAL WITH RED UNION

Labor Board Orders Workers Re-Hired

A trial examiner for the National Labor Relations Board recommended this week that Lannon Manufacturing Co., Tullahoma, Tenn., be required to post a notice that it will not interfere with labor union organization among its employees.

The examiner, Thomas S. Wilson, also recommended that the board direct the company to offer jobs again to six employees with back pay from the time they were discharged, February, 1951.

The six are T. G. Armstrong, Lavoy Hobbs, A. A. Overman, Steve Tucker, Martie Ulmer and Harold Crosslin.

The examiner also suggested the company promise to put 18 other employees on a preferential list for re-hiring.

The facts of the case, said the examiner, involve a complaint against the company filed by the International Fur and Leather Workers Union.

With the hide allocation system that went into effect early in Feb. of 1951, said the examiner, the company's quota of 1300 hides monthly was cut about 60 percent. As a consequence, employees were dismissed to the number of 23 of the 51 tannery employees. Of the 23, 22 were among those who had given support to organization of the union within the company.

The company contended that the president of the union was Ben Gold, who while he has signed a non-Communist affidavit, "was renouncing none of the principles he had previously held."

It added that Irving Potash "had resigned his union office of vice president rather than abandon his admitted membership in the Communist Party." Despite the resignation, he was the actual vice president of the union.

Pointing out that the labor act requires union leaders to swear they are not Communists before they may take part in the board's activities, the company contended it need not bargain with such persons.

OPS SET TO LIFT SHOE PRICE CEILINGS

Agency Drafts Suspension Order

Office of Price Stabilization officials have received the green light on a plan to remove all price controls from shoes. LEATHER AND SHOES learned this week.

Government officials ordered the agency to draft an order suspending price controls over virtually all types of shoes at all levels of distribution.

Although a formal decision by the OPS committee on controls suspension has yet to be announced, Washington sources were forecasting it would be forthcoming within a few days.

Once announced, the suspension must first be approved by division chiefs and Price Director Ellis G. Arnall before it can become official. Because of this procedure, actual suspension of shoe price controls may require another three to four weeks.

While OPS had actually considered the suspension of shoe price controls some time ago, it took the recent budget slashes by Congress to break the stalemate, according to agency spokesmen.

Now that OPS funds are cut nearly in half from what they had been, the agency is seeking to get rid of controls that are not absolutely imperative, it is understood.

The budget slash, further, may affect the OPS decision, now being made, on whether to put in a dollars and cents price ceiling regulation for leather scrap. At two industry advisory committee meetings, converters and producers of scrap called for the end of price controls on the ground that the items are insignificant in the cost of living.

Users of the scrap, including fertilizer and leather board manufacturers, may feel differently, although as yet, their views have not been expressed vigorously in public.

Dairymen Oppose Hoof And Mouth Laboratory

New York State and Connecticut dairy farmers have protested loudly over the Federal Government's proposal to build a \$10 million research laboratory for the study of hoof and mouth disease on the 272-acre Plum Island, located in Long Island Sound.

At a public hearing held this week in Saybrook, Conn., the dairymen declared establishment of the labora-

tory to study the deadly cattle disease was a threat to the entire country. The objectors also pointed out that the disease might well spread to their herds on the mainland.

Hearings were held by the Department of Agriculture to allow persons living within 25 miles of Plum Island to voice their views.

THE STORY OF THREAD

The American Thread Co. of New York has published a new booklet entitled "The Story of Thread," which gives a concise history of the manufacture of thread and describes technical manufacturing processes and methods involved.

The booklet tells of the manufacturing processes used for all types of thread ranging from cotton through the many synthetics which have assumed such an important part in the textile field. Copies may be obtained upon request from The American Thread Co. at local offices or its Public Relations Department at 260 West Broadway, New York.

Chlorophyll Lining Patent Granted Bristol

Bristol Fabrics, Inc., Boston shoe fabrics firm, has applied for patent on its method of impregnating shoe fabrics with chlorophyll and marketing them under the trade name of Chloro-Dye. The firm has received a clearance from Rystan Co., Inc., which holds the basic patent on chlorophyll compounds used in drug and sundry items.

Bristol is now offering two additional chlorophyll-impregnated products under the Chloro-Dye trademark. One is a new fabric in 100 percent nylon used for men's socklinings in better grade footwear. The second is chlorophyll-impregnated foam rubber fused to felt and used on slippers.

Bristol is also offering chlorophyll green rayon fabric fused to green chlorophyll foam for the innersole trade. Other colors are available also.

LEATHER SCORES ON T V



Dorothy Adams, attractive stylist for Fleming-Joffe, Ltd., New York reptile leather tanning firm, is pictured here while being interviewed recently by Dave Garroway on the NBC-TV show "Today." Miss Adams, whose TV appearance was sponsored by Leather Industries of America, leather promotion group, gave TV fans a preview of fall trends in leather colors and footwear for the coming season.

SHOE FINDERS URGED TO MAKE BASIC CHANGES

"If the shoe service industry is to experience a growth instead of a shrinkage from its current annual volume of \$225 millions, it is going to have to make four changes," So stated William A. Rossi, editor of LEATHER AND SHOES, before the annual convention of the Shoe Service Institute of America, held in Boston, July 13-17, and attended by hundreds of shoe finders and manufacturers supplying the country's 38,000 shoe repair shops.

The four major changes cited by Rossi were as follows: (1) The shoe service shop operator must become a merchant along with being a craftsman; (2) he must make a drastic change in the appearance of his establishment — changing it from a "shop environment" where the emphasis is on fixing things, to a "store environment" where the emphasis is on selling things; (3) he must become a modern salesman; (4) he must expand and diversify his field of commercial activity by installing lines of new items.

Rossi stressed some statistics to show that shoe servicing is a "low income business" that tends to discourage entry by ambitious young men seeking opportunities. For example, 58 percent of the nation's 38,000 shoe service shops have incomes of \$5,000 or under a year; only 26 percent earn \$5,000 or

more; only eight percent gross \$10,000 or more. For the 19,000 full-time paid employees, average annual earnings are only \$2,000.

"Craftsmanship alone is not enough to build the earnings of these shops," said Rossi. "The industry has placed too much stress on the 'nuts and bolts' approach and not enough on the 'powder and perfume' approach." In short, there has been too much concentration on the repair of shoes while the many opportunities to merchandise a wide variety of goods through these shops has been overlooked, with a resulting annual sales loss of at least \$200 millions.

The speaker cited a variety of products that could and should be merchandised through shoe service shops. Among these items were men's socks and garters, wallets, key cases, change purses, waistbelts and buckles, shoe ornaments, foot health aids, rain footwear, bath slippers, beach and shower sandals, shoe racks and shoe bags, travel kits for toilet articles, dog harness.

"A program embracing these four major changes suggested for the industry can make the present annual volume of \$225 millions seem like a penny ante game by comparison—if the many commercial opportunities facing the industry are properly exploited," Rossi stated in conclusion.

change will approximate \$600,000.

Bernstein said the new plant will be the first nuclear synthetic leather factory in the Middle East. "The rapidly-growing industrial structure of Israel," he said, "is further evidenced by the establishment of the new project in Rehovoth. Israel's emergence as the leading industrial nation in the Middle East will in time serve to strengthen the economic well-being of that crucial sector of the world."

The plant will occupy 12,000 square feet of working space in a new factory building now under construction by the Serafon Co. American Biltite Rubber Company has furnished the new plant with detailed plans for the factory's layout and is completing selection and purchase of necessary machinery.

American Biltite will also make available to the new firm its operating "know-how" and experience and will take over responsibility for the new plant's manufacturing operations and product quality. The Chelsea,

Deaths

George G. Craddock, Sr.

... 63, shoe executive, died recently in Virginia Baptist Hospital, Lynchburg, Va., after suffering a stroke several days earlier. Son of John W. Craddock, a founder and former president of Craddock-Terry Shoe Corp. of Lynchburg, George entered the employ of the shoe firm after studying at Washington and Lee University. Throughout his career with the firm, he was associated with various departments and was active for many years in an administrative capacity. He was recognized as an expert fisherman and hunter and was interested in outdoor sports. Surviving are his wife, Nan; four sons, George G., Jr., Clarendon W., John W., and Dr. Paul T.; a daughter, Mrs. Neil Hammerstrom; a brother, George; a sister, Mrs. Tucker Carrington; and four grandchildren.

International Shoe Plant In Labor Dispute

Workers employed at the Cohas Shoe Division of International Shoe Co., located in Nashua, N. H., walked out on Monday, July 14, after a dispute with company officials.

The workers protested the company's demand that they pull apart and reassemble defective shoes. No settlement had been reached at last report.

Mass., firm is at present completing the training of an Israeli citizen, who will be plant superintendent for the new enterprise.

In addition to turning out ready-to-wear shoe soles and heels, the new factory will manufacture slabs of nuclear synthetic soling for Israel shoe factories and repair shops. Annual production goal for the plant's first year will substantially reduce Israel's import of leather, and it is hoped that in the near future the new factory will meet all of Israel's requirements for shoe soles and heels. Plans also call for the export of the factory's products to earn foreign exchange for the purchase of raw materials.

Negotiation of the contract for the new plant was conducted by Maurice Bernstein and Richard Marcus, on behalf of the American Biltite Rubber Company, Harry Levine and Louis Levine, Leominster, Mass., Harry Remis, Boston, William Abramowitz, Peabody, Mass., Dr. Nussbaum of Israel and others.

ISRAEL TO PRODUCE NUCLEAR SOLES & HEELS

New Plant Has Goal Of Two Million Pairs

Two million pairs each of nuclear synthetic shoe soles and heels will be produced annually in Israel in a new factory scheduled to be completed before the end of this year.

Plans for the new plant were revealed this week by Robert Szold of the Palestine Economic Corp., Murray Bernstein of the American Biltite Rubber Co., Chelsea, Mass., and Harry Levine of the Serafon Resinous Chemicals Corp., Ltd., Rehovoth, Israel.

The three firms have executed a contract providing for an equal one-third investment in the new enterprise and entitling each participant to a one-third interest, Levine said. He added that the initial capital investment for the new undertaking will exceed \$400,000 and initial annual saving to Israel in foreign ex-

MILITARY BIDS AND AWARDS

July 24, 1952—QM-30-230-53-NEG-1, covering Item 1, 7,680 prs. canvas hospital slippers, size 1, for delivery by Aug. 31, 1952, to Mechanicsburg and Clearfield, and Item 2, 47,307 prs. canvas hospital slippers, size 1, for delivery to Atlanta, Alameda, Schenectady, St. Louis and Louisville at 50 percent each by Aug. 31 and remainder by Sept. 30, 1952. Negotiating session in New York at 3:00 p.m. Contracting officer Major Robert Carpenter.

AWARD LEATHER ITEMS

The New York Quartermaster Procurement Agency has announced the following awards on QM-30-230-52-1747 covering various leather items (opening June 17):

Items 1 through 7, leather billets, Joseph H. Mosser; Items 8 and 9, leather billets, Merit Leather Strap Co.; Item 10, leather billets, Joseph H. Mosser; Items 23 and 24, leather chape, Lawrence Eliot Co., Inc.; Item 25, leather chape, Louis Lefkowitz and Bro.; Item 29, keeper straps, Boyt Harness Co.; Item 30, keeper straps, Louis Lefkowitz & Bro.; Item 31, rawhide belt lacing, Tex Tan of Yoakum; Items 32 and 33, rawhide

belt lacing, Graton & Knight; Item 34, bridle leather backs, New Jersey Tanning Co.; Item 35, russet harness leather, 16 ounce, Caldwell Lace Leather Co., Inc.; Items 36 and 38, chamois skins, Atlantic Sponge & Chamois Co.; Item 37, chrome vegetable tanned leather, Tex Tan of Yoakum.

Items 40, 41 and 42, russet strap leather backs, New Jersey Tanning Co.; Items 44, 45, 46A and 46B, leather strap keeper, Lawrence Eliot Co., Inc.; Items 54A and 54B, 55A and 55B, latigo leather, Graton & Knight; 56A and 56B, lace leather, A. L. Gebhardt Co.; Items 57, 58A and 58B, 59, russet harness leather sides, Hess & Hopkins Lea, Co.; Item 60, russet harness leather backs, Tex Tan of Yoakum; Item 61A, oak sole leather, Fred H. Loewenstein; Item 61B, oak sole leather, Norwich Leather Co.; Item 62A and 62B, black strap leather backs, New Jersey Tanning Co.; Items 63A and 63B, russet strap leather backs, A. C. Lawrence Leather Co.

• **E. C. Medcalf** has been named head of the Coal Tar Chemicals Department of American Cyanamid Co., Calco Chemical Division, succeeding the late Q. T. Dickinson. He will be in charge of purchase and sale of coal tar and light oil crudes.

AWARD COMBAT BOOTS

The New York Quartermaster Procurement Agency has announced awards to two firms on QM-30-230-52-1854, the much postponed invitation covering 200,004 pairs of mildew-resistant russet combat service boots.

International Shoe Co. of St. Louis was awarded contract to supply 170,443 pairs on the basis of its low bid of \$5.58 to \$5.63 per pair. Dollar value is \$955,562.04.

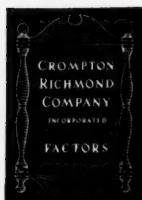
Remaining 29,556 pairage was awarded John Addison Footwear, Inc., Marlboro, Mass. Addison bid \$5.62 per pair. Total dollar volume is \$166,104.72.

St. Louis Shoe Output Up 11% In April

Shoe production in the Eighth Federal Reserve District, which includes St. Louis, during April totaled 7,971,000 pairs, only one percent below March, 1952, output of 8,057,000 pairs and 11 percent above the 7,170,000 pairs produced in April, 1951, the Federal Reserve Bank reports.

Output for the first four months of 1952 totaled 31,468,000 pairs, one percent below the 31,709,000 pairage reported in the same period of 1951.

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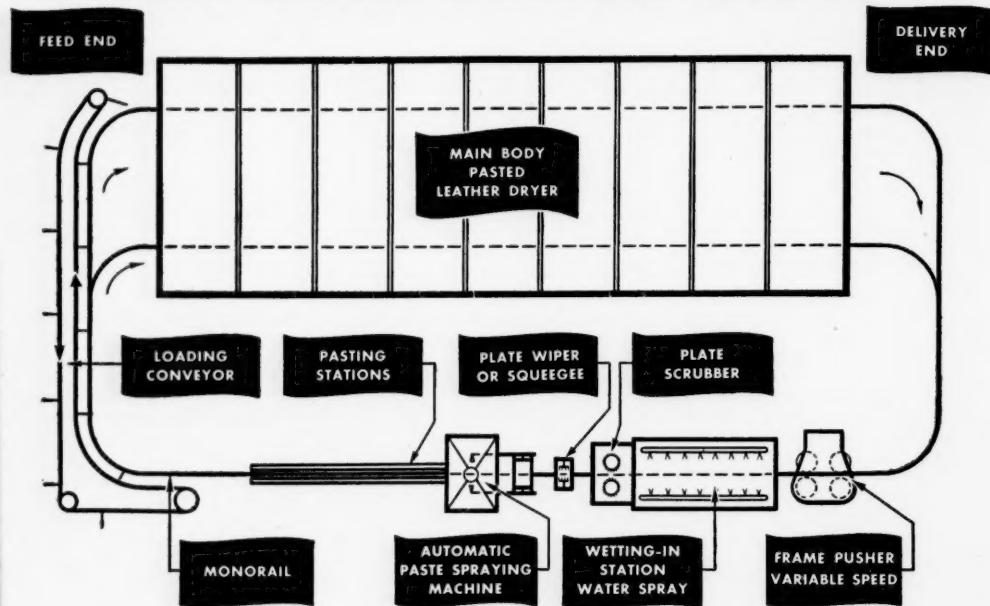
The proof of the pudding is volume and earnings growth — year after year — by Crompton-factored firms.

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Leading Tanners CUT PRODUCTION COSTS



with Automatic **WASHING and PASTING SEQUENCE**

To cut costs... and obtain more uniform results... progressive tanners are installing automatic washing and pasting equipment sold exclusively through Proctor & Schwartz.

After a worker strips the dried leather from a plate and manually moves the frame to the pushing device, which is provided with variable speed, the operation is continued automatically at a speed to conform to the drying time of the leather.

The frames move through the wetting-in station where the paste is softened on the plates. Next, a plate scrubber removes the wet paste and other particles. An automatic squeegee, or wiper, removes excess water from the plates. From there, the plates move through a paste spraying machine which sprays paste uniformly on both sides of the plate, the area

being subjected to both horizontal and vertical control.

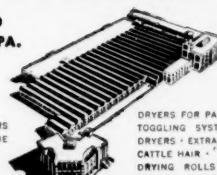
Leather is then applied directly to the boards and slicked out while moving toward the feed end of the machine. The plates with leather pasted on them are automatically picked up by a loading conveyor and delivered into a frame moving mechanism at the feed end of the dryer.

This sequence of operations insures clean plates, more uniform results and lower production costs.

For additional information on the automatic washing and pasting sequence—or leather drying equipment—write to Proctor & Schwartz.

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CATTLE HAIR • "ROTO-SPRAY" AND
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DRYERS FOR LEATHER FINISHES

Proctor & Schwartz are exclusive sales agents for
Austin loading conveyor, plate washer, plate wiper
and paste sprayer—used separately or in sequence
with pasted leather dryers.

Person to Person

• **Samuel Garfield** is reported to have resigned as treasurer of Barr & Bloomfield Shoe Mfg. Co., Seabrook, N. H., manufacturer of women's cement process footwear. Garfield is no longer associated with the firm in any capacity.

• **Ralph G. Dacey** has been appointed administrative assistant to the president of Compo Shoe Machinery Corp. Dacey was formerly plant manager of General Products Co., Central Falls, R. I.

• **William G. Melick**, associated for the past three years with Allen Leather Co., tanners' representative, has announced his retirement. A veteran of 53 years of service in the leather and shoe industry, he was formerly associated with Milius Shoe Co. as a buyer.

• **Leonard Williams** has rejoined Town and Country Shoes, Inc., Se-

dalia, Mo., as cutting room foreman. He replaces the recently resigned Frank Krine. Williams was formerly with Greenbriar Shoes, Inc., Clarence, Mo., prior to its liquidation.

• **Karl P. Game**, veteran buyer of work shoes and boots, retired on July 16 from Sears, Roebuck and Co. after 27 years of service with the firm. Game joined Sears in 1925 as assistant shoe buyer and became buyer of work shoes and boots in 1930.

• **U. J. Dacier**, sales manager of Brown Co.'s Onco Division has announced the following changes in territories, effective July 7. J. E. Gresham, formerly Ohio Valley representative, will cover Maryland, Northern Virginia, Pennsylvania and a portion of metropolitan New York. He will be located at 500 Fifth Ave., New York City. J. L. Devine will continue to maintain headquarters in St. Louis

and will cover Missouri, Northern Arkansas, Ohio, Indiana, Kentucky, Southern Michigan and Southern Illinois.

• **John W. Walford**, superintendent of George Knight & Co., Brockton, was recently tendered a farewell party by friends and associates. Walford, superintendent of Knight for the past 30 years, has served the firm for the past 49 years. He and his wife will move to Florida.

• Immediately after the Leather Show early in Sept., **Louis C. Hutch**, treasurer and sales manager of the Hutch Leather Co., Chicago, will leave on an extended tour of Europe. He will visit Ireland, Belgium, Denmark, Austria, France, England, Sweden and Germany and intends to look over tanneries there as well as call on sources of supply. Hutch plans to make the trip over by plane and return by boat.

• **Paul L. Schwarz**, recently resigned from Globe Leather Corp., of New York City, is now associated with L. G. Kingsley, 30 Church St., also of New York City. The firm is a hide and skin and leather importer and broker.

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EBERLE
TANNING CO.

WESTFIELD, PENNA.

LEATHER TRADING MODERATE AS PRICES HOLD STEADY

Some Find Going Better Than Expected But Real Activity Still Ahead

Calf suede a best seller. Some tanners sold well ahead, hard pressed for deliveries. Most find week fairly quiet.

New York Markets

Upper Leather: Tanners' agents and representatives here say they are doing business—more than they expected—and some say more than their tanneries can handle. Tanneries are so behind in their deliveries that they cannot take on additional business for 30 day shipment and in some cases into Sept. shipment. Evidently this mid-summer demand was not expected by many and has come as a surprise.

Prices firm also. Shoe manufacturers having trouble getting tanners to give them concessions on lists. This is especially noticeable on lines of leather in short supply and in these cases tanners have been able to get premiums. Regular standard tannages of large spread elk quoted 40c down. Some tanners quote 46c and down on large spread while on extremes prices run from 46-52c and down according to tannage, etc.

All in all, business considered pretty good with the main complaint tanneries are behind in their deliv-

eries and thus unable to fill some of the orders coming in now.

Calfskins: Women's weight suede calfskins in good demand with tanneries behind in deliveries. Prices range from 85c to 95c and down with the bulk of the business within 85-90c range and down.

Fair demand from the high grade shoe manufacturers who use most of the top grade leather while the more popular priced shoe manufacturers want the cheaper grades. However, the New York area has a large number of high grade shoe factories which accounts for the fact that tanners here are able to move a lot of top grade suede calfskins.

Smooth women's weight listed 75-80c and down with the bulk of the business in the lower 60's according to reports. Suede leather, of course, is the big seller at this time.

Sheepskins: Not too much new business in lining sheepskins and prices seem about unchanged with 24-26c and down quoted on vegetable combination tannages and 26-28c and down on chrome. There has been some price cutting noted in the trade with some tanners 2-3c lower on lists than others according to reports.

Garment suede sheepskins in fair

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1951 HIGH
CALF (Men's HM)	70-97	70-97	90-110	1.18-1.35
CALF (Women's)	67-85	67-85	85-100	1.15-1.30
CALF SUEDE	80-90	80-90	95-115	1.30-1.40
KID (Black Glazed)	75-90	70-90	80-1.25	80-1.25
KID SUEDE	80-92	80-92	70-95	70-1.02
PATENT (Extreme)	38-45	38-45	55-80	70-86
SHEEP (Russet Linings)	17-28	17-28	18-34	20-35
KIPS (Combination)	48-56	48-56	65-75
EXTREMES (Combination)	46-52	46-52	60-70
WORK ELK (Corrected)	35-45	35-45	55-65	68-73
SOLE (Light Bends)	65-70	65-68	1.00-1.04	1.02-1.08
BELLIES	23-26	24-26	55-61	64-68
SHOULDERS (Dble. Rgh.)	50-55	50-55	92-1.00	93-1.02
SPLITS (Lt. Suede)	30-38	30-38	30-40	40-45
SPLITS (Finished Linings)	18-20	18-20	20-30	26-30
SPLITS (Gusses)	16-18	16-18	21-26
WELTING (1/2 x 1/8)	8	7 1/2	9	13 1/2
LIGHT NATIVE COWS	17-18	16-17	36-37	41

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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demand, especially in the men's weights. Lists are 28-30c and down with many tanners but some are below this, quoting 24-26c and down for men's weight garment suede leather. Women's weight garment sheepskins very slow at the moment with little reported about them. Not much doing in russets.

Sole Leather: Situation remains slow but the market is firm since most tanners are in comfortable positions as to inventory. Bends remain from 53c to 70c as to weight with little indication of anybody wanting to shade these figures. Bellies mostly 24-25c for cows and steers. Rough double shoulders mostly around 48-50c with some up to 52-53c, all as to tannage, etc. Single shoulders when light are 48-50c. Reports state that cut soles have been slow of late.

Sole Slow

Boston sole leather tanners say week generally quiet. This is to be expected even though most shoe plants have re-opened after July vacations. Tanners expect it will take manufacturers another week or two before buying gets rolling. Best guesses place next sales surge in early Aug. Impetus of summer retail shoe sales now under way plus fall outlook anticipated.

Lack of trading has no effect on prices. Lists remain firm at former levels. Light bends at 65-68c with some up to 70c. Medium bends listed at 61c and down; 9/10 irons at 56c and down; 10 iron and up at 53c and below.

Sole leather tanners in Philadelphia report business still quiet this past week. Now that the middle of July is passed, it is hoped that sales will start again. Tanners had nothing at all to report on prices.

Sole Offal Slack

Nothing much doing here, say Boston sole leather offal tanners and dealers. Most take slack period in stride, work against old orders, look for more business within week or two. Some sales of cow and steer bellies at 24-25c; few if any above this although lists go up to 26c. Double rough shoulders listed at 53c for wetting stock; lights run up to 55c. Light single shoulders with heads off listed at 50c and below. Fore shanks still at 14-16c, hind shanks at 17-20c.

Calf Moderate

Calf leather tanners in Boston report better week than normal for this time of year. Best business naturally in calf suede but there is some interest in smooth calf. Tanners fully

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convinced that sharp reduction of calf prices in past few months has brought them a lot more business than usual. Trick will be to keep prices low, they say.

Meantime, women's weight smooth calf lists at 85c and down; finds best sales between 60-70c and lower. Men's weights not too plentiful in top grades at 97c-\$1.00 and below. Volume between 60-75c. Suede brings 90c and below.

Sheep Unchanged

Nothing new to report, say Boston sheep leather tanners. With pickle skins not too plentiful and priced high, tanners can do little about cost situation, must hold leather prices at current levels. Result is show of price resistance from various quarters.

Natural linings listed at 28c and down; sales at 21c. Boot linings bring 24c and below; shoe linings 17-19c. Colored vegetable linings do best at 21-22c and down; chrome

linings at 23-24c and below. Garment suede still moderate to active at 29c.

Sides Simmer

As in past six weeks, heavyweight combination-tanned extremes list for 52c and down. Heavyweight combination-tanned kips at 56c and down. Chrome-tanned extremes at 50c and down; a cent or two either way. Large elk listed around 36c and down. Work shoe retan fair at 42-44c and below.

Splits Same

A slow week in Boston, even sales of heavy suede splits slow down. Prices still at 42-44c for black and colors. Light suede splits at 32-34c; colors up to 36c. Linings listed in low 20's and down. Gussets still around 16-18c.

Work Glove Routine

Except for a little business of routine character at steady prices, not a great deal of activity in work glove

leather during the week. Meanwhile, strength shown in raw material markets is causing some sellers to express very firm ideas.

LM weight work glove splits considered very firm with No. 1 grade quoted at 14c, No. 2 grade 13c and No. 3 grade 12c. M weight alone also is in a firm position at 15c for No. 1 grade, 14c for No. 2 and 13c for No. 3.

Glove Leathers Good

Most glove leather tanneries in Fulton County have stepped up production. The glove industry is enjoying better business. Everything improved except prices which remain too close to be healthy.

Firmness in raw skin markets has stopped falling prices in leather but it is difficult to get them back to a profitable level.

Smooth domestics selling at 25c and 23c. Pigtex at 18c to 21c. Grey suedes bring 34c and 28c. Demand in good. Iranians hold the lead as the best seller in the market. Smooths bring 25c and 20c. Pigtex 21c and 18c.

Hair type leathers selling well at a price. Grades from 35c down are popular. Top grades have rough sledding. Pigskins picking up a little. Prices start at 90c for the top grade.

Kid Slower

Kid leather tanners in Philadelphia report things have died down to some degree. They feel this is probably due to the fact that many shoe factories are still closed down for vacation period. Most say this is a very temporary slump.

Black suede not quite as active as it has been for the past few weeks but there is still some business. Glazed rather dull.

Average Prices Quoted

Suede 32c-92c
Linings 25c-60c
Crushed 35c-75c
Slipper 25c-60c

Belting Slack

Belting leather tanners find business still slow. Rough leather tanners said that they never felt the effects of the increased June business among curriers. However, they feel that even if curriers did a little buying before and during the vacation shutdowns, they must buy replacements soon.

AVERAGE CURRIED LEATHER PRICES
Curried Belting Best Select. No. 2 No. 3
Butt Bands 1.22-1.35 1.18-1.30 1.14-1.20
Centers 24"-28" 1.51-1.62 1.39-1.51 1.35-1.35
Centers 30" 1.45-1.55 1.33-1.45 1.30-1.35
Wide Sides 1.12-1.28 1.08-1.23 1.01-1.08
Narrow Sides 1.04-1.20 1.00-1.16 .94-1.00

Premiums to be added: Ex Heavy, minus 2c to plus 5c; Light, plus 10c to 21c; Ex Light, plus 25c.

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Bag, Case and Strap Slow

Business in some quarters still described as rather slow. Operations by a number of tanners and manufacturers restricted or at a halt due to annual vacations and shut-downs for plant overhaulings, machine repairs, etc. Others resumed operations this week but thus far there has been no great rush to buy leather and, at the same time, it cannot be learned that there has been any particular pressure to sell.

Prices quoted unchanged. Case leather in $2\frac{1}{2}$ ounce category listed at 48c and down; 3 ounce, 52c and down. Strap leather, Grade A 4/5 ounce, 55c; 5/6 ounce, 57c; 6/7 ounce, 61c; 8/9 ounce, 63c; 9/10 ounce, 66c, and 10/11 ounce, 69c. These prices are for natural russet finish with B grade 4c less and C grade another 4c less. Colors 2c higher and glazed 3c above russet prices.

Garment Still Slack

Horse hide garment leather still listed at 36c and down for better tannages and a range of 32-33c covers the average price basis.

Market for sheepskin leather more or less nominally unchanged and appears to be in a formative state so far as new business is concerned. There seems to be more interest for suede than for grain type. Suede listed at 31-32c for top grade and down to 26-28c for volume lines. Reports of some fairly good leather moving around 29c. While grain type has been listed around 32-33c, there has been very little business of late for top grade reported at that level. Last actual business indicated involved tannery run lots around 26c.

Tanning Oils Active

Raw Tanning Materials quotations generally firm—some advances. Buying interest showing improvement. Tanning Extracts unchanged. Demand for Tanning Oils fairly active. Prices for the most part are steady.

Raw Tanning Materials

Divi Divi, Dom.	48% basis shpt., bag	\$ 68.00
Wattle bark, ton	"Fair Average"	\$103.00
	"Merchantable"	\$ 99.00
Sumac, 28% leaf		\$130.00
Ground		\$130.00
Myrobalans, J. 1's		\$46.00
Crushed \$69.00 J. 2's		\$42.00
Valonia Cups, 30-32% guaranteed		\$66.00
Valonia Beards, 42% guaranteed		\$88.00
Mangrove Bark, 30% So. Am.		\$60.00
Mangrove Bark, 38% E. African		\$78.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	4.25
Barrel, c.i.l.	5.10
Barrels, i.e.l.	6.43
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.i.l.	10.93
Bags, i.e.l.	11.65

Cutch, solid Borneo, 55% tannin, plus duty	.06%
Gambier Extract, 25% tannin, bbls.	.09%
Hemlock Extract, 25% tannin, tk. cans f.o.b. works	.0225
Bbls. e.l.	.06%
Oak bark extract, 25% tannin, tk. bbls. 64-65%, tk.	.06%
Quince Extract	
Solid, ord., basis 63% tannin, c.i.l. plus duty	.11
Solid clar., basis 64% tannin, c.i.l.	3/16
Liquid basis, 35% tannin, bbls.	
Ground extract	
Wattle extract, solid, e.l. (plus duty) So. African	.11%
Wattle extract, solid, e.l. East African	.11
Powdered spruce, bags, e.l. .05%	.05%
Spruce extract, tk., f.o.b. wks.	.01%
Myrobalan extract, solid, 55% tannin (plus duty)	.08%
Myrobalan extract, powdered, 60% tannin (plus duty)	.10
Valonia Extract, powdered, 62% tannin (plus duty)	.09%
Oak Bark Extract, Powdered, Swedish, 65% tannin	.12
Quercus Extract, Powdered, Swedish spray dried, 80% tannin	.16
Wattle Extract, Powdered, Swedish, 75% tannin	.15%
Powdered Spruce, spray dried, Swedish Myrobalan, Swedish, Powdered 68-70% Oakwood, Swedish, solid, 60-62%	.11%
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid 54-56%	.11%
Larchbark, powdered Swedish Spray-dried, 60-62%	.12%

Tanners' Oils

Castor oil, No. 1 C.P. drs. i.e.l.	.31%
Sulphonated castor oil, 75%	.28%
Cod Oil, N.D.C., loose bags, gal.	.13
Cod, sulphonated, 25% added mineral	.14%
Cod, sulphonated, 50% added mineral	.11%
Linseed oil tk., zone 1 drums, c.i.l.	.182
Neatsfoot, 20° C.T.	.31
Neatsfoot, 30° C.T.	.29
Neatsfoot, prime drums, c.i.l.	.18%
Neatsfoot, sulphurized	.18%
Olive, denatured, drs. gal.	.24
Waterless Moillon	.18
Artificial Moillon, 30% moisture	.13
Chamois Moillon, 25% moisture	.12
Common degras	.15
Neutral degras	.20-22
Sulphonated Tallow, 75%	.12-13
Sulphonated Tallow, 50%	.09-10
Spicing compound	.14
Split Oil	.13-14
Sulphonated sperm, 25% moisture	.14%
Petroleum Oils, 300 seconds visc., tk., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tk., f.o.b.	.18
Petroleum Oils, 100 seconds visc., tk., f.o.b.	.14

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SPLITS**

PACKER HIDES STRONGER AS TRADING RESUMES ACTIVITY

Packers Report Advances of 1/2c-1c at Midweek With Sales Running High

Packer Hides Strengthen

Stronger undertone in big packer hide market this week. Early negotiations resulted in considerable activity, approximately 50,000 hides sold up to mid week at advances of 1/2c to 1c per lb., with prospects that packers would again make a good clearance of their production by the end of the period.

While tanners were somewhat reticent about reaching for supplies, preferring to make purchases at steady prices, the strength in hide futures on Monday brought considerable interest into the market from traders and dealers. Advances paid were generally credited to these operators although some tanner buying was indicated in instances where supplies were needed to meet soaking schedules.

Feature trading involved a total of 4,600 July light native cows from light average river points sold by one big packer Monday and Tuesday at

18c, registering 1/2c advance. Other selections included 1,600 light native steers at 1/2c advance or 18 1/2c and 3,800 ex. light native steers at 21c, an upturn of 1c. One of the larger independent packers also sold ex. light native steers at 21c and another big packer as credited with selling 2,000 on the same basis as well as a car of light native steers at 18 1/2c.

Independents Sold Up

Practically all the larger outside midwestern independent packers in a very well sold up position. One Iowa packer sold an accumulation of 17,500 March forward heavy native steers, selling March-April at 12 1/2c, May at 14c and June-July at 14 1/2c. This trading boosted the volume of business done by the outside packers for that period to approximately 40,000 hides.

In addition, one of the big packers sold some Salt Lake City July hides consisting of 1,400 branded cows at 14 1/2c and 1,250 branded steers at 13c for butts and 12c for Colorados.

Small Packers Selective

While big packer hides have registered advances, it is difficult to obtain higher prices for small packer hides. Demand has been very selective and

trading rather slow. Tanners showing preference for current take-off hides running very near best summer quality and very little interest in back salting lots when offered to them.

This week, some April forward 30-60 lb. small packer hides averaging 47-48 lbs. sold at 14 1/2c flat fob. while another car of 48 lbs. avg. June-July small packers sold at 15c flat fob. Very choice plump small packers of 47-48 lb. avg. brought 15 1/2c for current takeoff. Some sellers asking 16 1/2c for more hides of the latter description. Texas 40-42 lb. avg. small packers last reported sold at 16 1/2-17c flat fob. but sellers also inclined to ask more now.

Country Hides Slow

Tanners not showing much interest in country hides, prefer big packer hides and better quality small packer productions. Country hides, of course, are the poorest from a quality standpoint and often are the last to share in any general upturn in market prices. Due to relatively very little activity in past weeks, accumulations of country hides also date back to winter months when quality of hides is seasonally the poorest. As a result, it is not easy to sell such lots which involve fair-sized quantities in many instances.

A few mixed country allweight hides averaging around 48-50 lbs. of fairly current takeoff have been sold at 10c flat trimmed fob. shipping points and there is a possibility that

HIDE FUTURES COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close July 17	Close July 10	High For Week	Low For Week	Net Change
October	16.73B	16.45	16.87	16.39	+30
January	16.35B	16.25	16.60	16.15	+10
April	16.20B	16.20	16.59	16.22	39
July	16.15B	16.20	16.20	16.20	-05
October	16.10B	16.20			-10
January	16.10B				
Total Sales: 156 lots					

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	15	14 1/2	14 1/2-15	33	28
Light native steers	18 1/2	18	18 1/2	36 1/2	31 1/2
Ex. light native steers	21	20	20	39	34
Heavy native cows	16 1/2	16	16 1/2	15 1/2-16	34
Light native cows	17 -18	17	17 1/2	17 -18	36 -37
Heavy Texas steers	13 3/4	13	13	30	25
Butt branded steers	13 1/2	13	13	30	25
Light Texas steers	17	16 1/2	17 1/2N	34 1/2	29 1/2
Ex. light Texas steers	18 3/2N	18N	18 1/2N	37	32
Colorado steers	12 1/2	12	12	29 1/2	24 1/2
Branded cows	15 -15 1/2	14 1/2-15	14 1/2-15	33	28 1/2-29
Native bulls	10 -10 1/2	9 1/2-10	9 1/2	24	20
Branded bulls	9 -9 1/2	8 1/2 -9	8 1/2	23	19
Packer calfskins	32 1/2-45	32 1/2-45	32 1/2-40	55 -65	65
Packer kipskins	30 -40	30 -36	31 -36	55 -60	50



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- COLLOIDAL CLAYS
- CHEMICALS

similar hides of lighter average weight might bring 10 $\frac{1}{2}$ c but sellers usually want more money and trading is restricted. Glue hides remain around 8 $\frac{1}{2}$ -9c fob. shipping points.

Calf and Kip Fair

A fair movement of skins in the big packer market and prices are considered very firm. At the close of last week, one big packer sold 22,000 calfskins consisting of 4,000 St. Paul May-June and 2,000 Chicago June heavies at 45c; about 9,000 St. Louis heavy calf at 42 $\frac{1}{2}$ c; and 4,250 heavy at 42 $\frac{1}{2}$ c and 1,350 lights at 32 $\frac{1}{2}$ c from River points. About 600 western calf were included with the Chicagos at 42 $\frac{1}{2}$ -32 $\frac{1}{2}$ c and also a small lot of Chicago kip was involved at 35c.

Also, several cars of northern kip including St. Paul production were sold at 40c. In addition, an Iowa packer sold a car of kip at 40c. This price previously had been paid for Nashville (premium point) kip. Overweights (25-30s) more or less nominal awaiting sales. Big packer slunks inactive for some time and the market for regulars nominal around \$1.80 and for large hairless 60-65c.

Not much activity in small packer skins. Sellers still ask up to 40c for allweight calf while last reported sales at 33-35c. Small packer kip ranged 27-30c. Some additional business in country skins this week. A car of country calf sold at 17 $\frac{1}{2}$, steady. Some interest in country kip developed at 17-17 $\frac{1}{2}$ c and the outside price paid on one lot, putting kip more or less on a par with calf for the present.

Horsehides Lag

Trading in horsehides has been slow and prices quoted nominally unchanged at \$7.50-7.75 for untrimmed and \$7.00-7.25 trimmed fob. shipping points for good northern slaughterer types. Not many offered and sellers usually want more money for the comparatively few hides available. At the same time, buyers show very limited interest and many outlets name lower ideas of value. Cut stock draggy and fronts considered toppy at \$5.50-5.75 while 22" and up butts are regarded not over \$1.75-1.85.

Sheep Pelts Fair

Fairly good interest in shearlings and packers have sold No. 1s from \$1.85 to \$2.00; No. 2s at \$1.35-1.50 and No. 3s at 90c to \$1.00. Latest business this week at the top prices. Clips range \$2.35-2.50. Some packer spring lamb pelts moving within range of \$2.35-2.50 for westerns,

\$2.10-2.25 for natives and around \$2.00 for southeasters, per cwt. live-weight basis. Full wool dry pelts have remained unchanged at last reported trading basis of 30c.

Scattered sales of pickled skins reported at \$10.00-10.50 per doz. for fair quantities of clear spring lambs and one seller reported obtaining \$12.00 a dozen for a few sample dozen. Winter sheep and lambs being cleaned up at around \$8.00 per dozen.

Dry Sheepskins Quiet

Most selling quarters say that they are still having difficulty in interesting buyers at levels generally asked by shippers at origin. While the manufacturers end has shown signs of improvement, raw stock buying has been at a minimum.

A little interest reported for Cape shearlings but due to high levels asked, trading discouraged. Foreign markets remain very strong and asking prices considerably over the views of buyers here. Montevideo mouton selection shearlings selling at origin at \$3.60 per skin with only Europe willing to pay this figure.

Punta Arenas butcher shearlings, 1 $\frac{1}{2}$ -1 inch, also sold Europe at equivalent of \$2.50 per skin. Very large parcels of Punta Arenas shearlings and wool skins which were sent to London moved at recent auctions and stocks are well cleaned up.

Wool pulling skins continue firm at origin and further advances registered at latest Australian auctions. At Melbourne, 25,000 offered and generally two to five pence dearer and at Sydney, 35,000 offered and generally one to three pence dearer.

Hair sheep markets continue slow and nominal. Cape glovers held at 13.5 shillings, basis large Westerns. Brazil cabrettas continue to sell to Europe and local tanners at prices above views of buyers here. Other varieties moving occasionally as most shippers are not offering.

Peruvian slats firm at origin with local buyers taking available supplies and paying prices above the ideas of both U.S. and Europe.

Pickled Skins Same

Not much business in foreign skins due mainly to lack of offerings

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Especially made for horsehide, cow sides glove and garment leather. Excellent for goatskin glove and garment.

ARKO FAT LIQUOR L C :-
A superior oil for deer, pig, cape and cabretta glove leather.

ARKO FAT LIQUOR C B :-
Processed sulfonated cod oil for vegetable leathers.

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For very fine suede leathers where dryness, nourishment and stretch are required.

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or high prices. Some Spanish lambs sold at \$22 per dozen for 90-foot skins. Smaller skins unsalable. There is a tender of "Wallacetown" New Zealand skins consisting of 1,250 dozen lambs and 2,500 dozen sheep.

Domestic market unchanged with small lots of clear springers selling at \$12 but carload lots last sold at \$10 and winter sheep and lambs at \$8.00 per dozen.

Reptiles Moderate

Shoe manufacturers showing interest and some business passing in the finished end. Tanners, however, somewhat slow in purchasing raw stock in view of the large offerings in the market of U. P. and Calcutta whips following recent sales.

U. P. bark tanned whips, 4 inches up, averaging 4½ inches, 60/40 selection, variously offered from 60-63c, as to shippers and similar Calcuttas at 54c, last trading levels. Madras bark tanned whips and cobras firmly held with shippers reporting that arrivals are very small, holding firmly to levels of 70-73c for 4 inches and up, averaging 4½ inches, 70/30 selection, whips and 50c cobras.

Siam market slow and nominal in absence of sales. Brazil market has quieted down on back cut teju as the season is about finished. Although some sellers report moving giboias at rather high levels, there is no interest and market is nominally quoted 50-55c fob., and inside would be accepted, if bid.

Lizards generally slow and although there have been further offers of Indias, not many sales confirmed due to price differences of buyers and sellers.

Deerskins Firm

Shippers quite firm in their ideas with Brazil "jacks" held at 60c fob..

basis importers. Some small sales at 55c fob. Bids of 51½c c&f. refused for Siam deerskins with shippers asking 55-58c c&f. for business. New Zealand market slow as buyers bidding 80c cif. and shippers holding for 90c cif.

Pigskins Drag

Not many offers received as shippers have firmed up in their ideas. Slightly higher levels have been paid with Para grey peccaries selling at \$1.60 fob. and blacks at \$1.40 fob., basis importers. Bids of \$1.85 fob. refused for Manaos grey peccaries with \$2.00 fob. firmly asked.

Some wet salted capivaras sold at \$2.40 fob. A little trading in Chaco carpinchos at \$2.75 fob. No offers of Chaco grey peccaries with blacks firmly held at \$1.50 c&f.

Goatskins Steady

Goatskin market steady this week with tanners paying last prices and some shippers asking more. Best trading in India and Pakistan skins with Mochas coming in for share of business.

Amritsars 1200 lb. move at \$7.00-\$7.25 per dozen c&f. as to shipper. Best Patnas reported selling at \$5.50 for 30/50/20, 10/30/60/0. Mocha offerings light, shippers well sold up. Genuine Battis, 40/50/10 115 lbs. sold at \$11.60 but standard price considered \$11.25. Batti types, 45/45/10, 110/115 lbs. brought \$9.00.

Red Kanos goatskins last moved at 85c per lb., basis primes. Sokotas at 89c. Share dried Mombasas at \$9.00 per dozen c&f. for 40/50/10 110 lbs. Tanners now offer less.

Goatskin Prices

	INDIA & PAKISTAN	TODAY	LAST MONTH
Amritsars (1200 lbs.)	\$7.7½	\$6.3-7	
Best Patnas	Nom.	\$4.62	
Mozufferpores	\$5.28	\$5.00	
Dhajpores	\$5.28	Nom.	
Daccas	\$8.40	Nom.	
Calcutta Kilis	\$7.70	\$5.16	
Cocanadas (1.70-1.80 lbs.)	\$8.8½	\$7.25	
Deccans (1.70-1.80 lbs.)	\$8.8½	\$7.50	

CHINAS	Nom.	Nom.
Szechuan, lbs.	Nom.	Nom.
Hankows, lbs.	Nom.	Nom.
Chowchings, dz.	Nom.	Nom.

MOCHAS		
Berberaha	\$8.50	88-8½
Hodeidaha	\$5.14-5	Nov.
Battis	\$9.14-12	\$11-11½
Batti types	\$9 ¼-10 ½	\$9.50
Adulis-ababas	Nom.	Nom.

AFRICANS		
Algiers	Nom.	Nom.
Casablanca	Nom.	Nom.
Marakesh	Nom.	Nom.
Constantines	\$8.25	Nom.
Tangiers	\$7.50	Nom.
West Province EX. Lts.	40c	40c
Port Elizabeth EX. Lt.	38c	38c
Nigerians, lbs.	85c	85c
Mombasas, dz.	\$9.00	88-8½

LATIN AMERICANS		
Mexicans		
Metanzas, etc. (flat)	Nom.	Nom.
Oaxacas	Nom.	Nom.

VENEZUELA		
Barquisimeto	37c	36c
Coros	36c	35c
Maracalibus	Nom.	30c
La Guayras	Nom.	Nom.

COLOMBIANS		
Rio Hache	35c	Nom.
Bogotas	Nom.	Nom.

WEST INDIES		
Jamaicas	45c	Nom.
Haitians	37c	34 ½ c
San Domingos	31 ½ c	28-30c

BRAZIL		
Cearas	58c	58c
Pernambucos	58 ½-62c	63c
Bahias	Nom.	Nom.

ARGENTINES		
Cordobas/Santiago	Nom.	Nom.
Pampas	37c	41c

PERUVIANS		
Paytas	34c	36c
Ayacuchos	41c	41c

• William Barnhart has joined The Irving Drew Corp., Lancaster, Ohio, manufacturer of women's welt shoes, as shoe designer and model cutter. He will assist Walter Paterson, head of the firm's pattern making and model cutting department for the past 15 years, in the pattern department. Barnhart was formerly associated with Tweedy Shoe Co. as designer and model cutter.

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UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

LEATHER and SHOES

NEWS QUICKS

About people and happenings coast to coast

Massachusetts

- The recently organized **Capri Shoe Co.** plant in Lynn is reported in operation by Michael Shapiro, president. The firm, which occupies a floor of the plant of Bradley Shoe Co., is manufacturing women's and children's boots and espadrilles to retail from \$10.95 to \$18.95. Shapiro was formerly with J. Mackey, Inc. of New York. Other officers include Jack Goodman, vice president; and Irving Schildkraut, secretary-treasurer.
- General creditors of **Daggett & Alter, Inc.**, Haverhill, manufacturer of toplifts and soles, are reported to have accepted the company's offer of 50 percent composition settlement.
- **Gay-Lord Co., Inc.**, has been organized to manufacture footwear at 241 Winter St., Haverhill. Irving Berkowitz is president-treasurer.
- **Petrow Shoe Co.** has been organized to manufacture footwear at 52 Washington St., Haverhill. Principals

are C. Petrow, J. Schoenfeld and J. Coddaine.

- **Joel Shoe Co.**, Lynn women's shoe manufacturer, has executed liquidating agreement, it is reported. The firm's accounts are still in process of examination.

- **Amalgamated Leather Cos.** has recently appointed Tim Devlin as New England representative for its line of slipper kid.

- **Nova Shoe Co.** of Haverhill has taken additional space in order to increase production of its line of Avonettes, according to George Turiansky, president. Turiansky expects to produce some 1,000 pairs daily after Aug. 1 when he will add more than 50 workers to the staff.

- Estate of **Charles H. O'Donnell, Sr.**, late owner of P. J. O'Donnell & Sons, Woonsocket hide and tallow firm, was left to his only son, Charles H. O'Donnell, Jr. Value is estimated at \$200,000.

New York

- Creditors of **Premier Shoes, Inc.**, Brooklyn women's shoe manufacturer, are reported to have postponed action on settlement offer until an independent audit has been completed. The company, which offered settlement of 15 percent cash, claimed assets of \$23,050 and liabilities of \$63,558.

- **Jantzen Knitting Mills** is reported to have retained Margaret Clark, New York shoe designer, to design a line of women's casuals and flats for its shoe division.

- Assignee's final account of **Roth & Wiener, Inc.**, New York leather goods firm, has been filed and it is reported general creditors will receive nothing on claims of \$6,200.

- Receiver has been appointed in the bankruptcy matter of **Madelon Handbags, Inc.**, New York City handbag manufacturer, under bond of \$5,000.

- **Ben-Mark Leather Co.**, New York, is reported to have purchased physical assets of **Progress Shoe Co., Inc.**, for the sum of \$32,500. The plant will be operated under the pro-

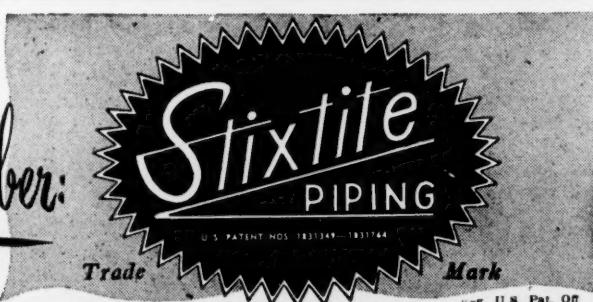
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posed name of Ben Shapiro Shoe Co., Inc., as reported earlier in these columns.

• Creditors' committee has been appointed to consider the offer of **Premier Shoes, Inc.**, Brooklyn footwear manufacturer, to pay 15 percent in cash.

• **Ronay, Inc.**, New York handbag manufacturer, has opened a new streamlined plant in Long Island City. The factory features the first application of an automatic conveyor system in any other but the low-price volume handbag trade. Ronay bags sell from \$7.50 to \$25. The firm's new plant is a consolidation of its three factories formerly located in Manhattan.

• Madison Square Garden Building has become the site of the 100th **Regal Shoe Co.** store in the U. S. and its 32nd unit in the New York metropolitan area.

• **New Step Footwear Co.** of New York has introduced printed corduroy with circus and barnyard motifs for novelty slippers.

• **Comfort Slipper Co.** is reported to have acquired a branch factory at Hillsboro.

• **The Nevelk Co.**, Rochester, has entered a new size field by introducing a line of children's and misses' shoes and boots.

• **Faith of New York, Inc.**, New York shoe manufacturer, has changed its name to **Faithful Footwear of New York, Inc.**

• **Little Chief Shoe Co.** is the name of the Brooklyn children's shoe manufacturer which formerly operated as **Ideal Shoe Co.**

• **Ward Melville**, president of Melville Shoe Corp., has confirmed reports that Montgomery Ward & Co. will handle Thom McAn shoes starting this fall. A limited number of Thom McAn styles will be included in the Montgomery Ward catalogue.

• **Desco Shoe Corp.** of Long Island City has registered a new trademark, "Revelations by Desco." The name is to be used for misses', girls', boys', men's and women's footwear.

• **Commander Shoe Co., Inc.**, has been organized to manufacture children's stitchdowns at 625 South Goodman St., Rochester. Edward H. Altshuler and Ralph Cohen are principals.

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Maryland

• **Allied Footwear Co.**, Baltimore footwear wholesaler, is reported offering creditors a 30 percent cash compromise settlement. Accounts payable are reported at approximately \$81,100 while assets include accounts receivable at \$12,000 to \$15,000.

Pennsylvania

- Business of **Johnson Shoe Co.**, Philadelphia shoe wholesaler, is reported in process of liquidation.
- **Modern Shoe Mfg. Co., Inc.**, Philadelphia manufacturer of casual footwear, is reported to have con-

tacted larger creditors relative to its financial condition. The firm is located at 3608 Warren St.

• **I. Miller & Sons, Inc.**, Long Island City, has exercised its option to purchase building and three and one-half acres of land at 751 North Pennsylvania Ave. in Wilkes-Barre where the firm presently operates a factory employing some 350 persons. Price is reported at \$350,000.

Texas

• **Texas Boot Mfg. Co., Inc.**, recently opened in Lebanon, is reported to be operating at 50 percent capacity with some 100 employes. The com-

pany occupies an ultra-modern L-shaped brick and concrete factory built by the city at a cost of \$135,000. Harry Vise is president and general manager of the firm.

New Jersey

• **Federal Leather Co.**, of Belleville, has appointed W. Harry Jenks as its New England sales representative. He will handle the firm's vinyl sheeting and coated fabrics line.

California

• **Pacific Hide & Leather Co., Inc.**, has announced opening of warehouses and offices at 1121 Mission St., San Francisco. The company is a tannery agent and leather importer.

Maine

• Cutting operations at the new plant of **Chas. A. Eaton Co.** in Richmond were started on July 8 with a crew of 50-75 workers. More workers will be hired as operations progress. Harold Hinck is superintendent.

Tennessee

• **General Shoe Corp.** is presently expanding its plant on Centennial Blvd. where it will produce a new type of vulcanized shoe. Maxwell Benson, director of public relations, reports. The company is adding some 40,000 sq. ft. of space at a cost of \$75,000. Clarence Cobbs, formerly assistant superintendent of the Huntsville, Ala., plant, has been named superintendent. He succeeds James Jackson, now assistant to general superintendent B. E. Redd.

Illinois

• Employees at **Johnson, Stephens and Shinkle Shoe Co.**'s plant in Vandalia will receive a plaque award from the Liberty Mutual Insurance Co. for having set a record of 2,584,900 man hours without a time-loss accident. C. R. McDonald is superintendent of the plant.

Illinois

• Importance to top management of scientific protective packaging and materials handling as profit-making functions will be emphasized at the seventh annual **Industrial Packaging and Materials Handling Exposition** to be held Oct. 14-16 at the Chicago Coliseum.

Canada

• Latest nationwide survey by the **Canadian Government** reveals a to-

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tal of 19,214 employees engaged in the leather footwear manufacturing industry as of April 1, 1952. Average weekly wages advanced to \$38.38 on that date against \$37.99 on March 1 and \$34.54 on April 1, 1951. Average hourly earnings were 86.4 cents, 86.1 cents and 80.9 cents respectively. Average hours worked per week declined to 40.6 on April 1 against 40.9 on March 1 and 43.6 on April 1, 1951.

- **Globus Leather Co., Ltd.**, of Montreal, Quebec, has given notice in Ottawa that application is being made for leave to surrender its charter.

- The **Canadian Government** reports that there were 68 plants engaged in leather tanning in Canada at last count.

- The **Canadian** armed forces, with 5,241 women enlisted, ordered 117,800 pairs of women's shoes in the 13 months up to April 30. These orders were for stockpiling as well as for both active and reserve forces.

New Hampshire

- **Franklin Developments, Inc.**, has applied to the New Hampshire Business Development Corp. for a \$10,000 loan to help finance purchase of the **A. E. Jebb Tannery** building in Franklin which will be leased to the **Hingston Tanning Co.**, headed by Richard E. Hingston. Hingston has purchased the Jebb firm's machinery and other equipment and plans to begin tanning operations as soon as possible.

- Shoe manufacturers in the **Manchester** area are reported taking advantage of the new freight service station opened in the city by Northeast Airlines.

Brown Company's Net Income Dips \$1 Million

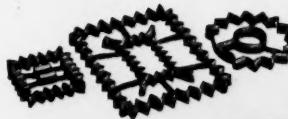
Net income after provision for income and excess profits taxes of Brown Co., Berlin, N. H., and Brown Corp., LaTuque, Quebec, for the 28 weeks ending June 14, 1952, showed a decline of almost \$1 million, L. F. Whittemore, president of the two firms, reports.

In the current fiscal year to June 14, the company's net income amounted to \$3,107,414 as compared with a net income of \$4,001,122 for the corresponding 1951 period. However, it was still considerably above the \$1,515,223 net income reported for the same period of 1950.

Whittemore added that wherever comparative figures are listed, the company has revised the previous year's reported figures to reflect final income tax rates in force for those years.

Consolidated net sales for the period ending June 14 amounted to \$37,290,978 compared to \$38,035,530 in 1951 and \$25,136,535 for the corresponding weeks in 1950.

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- wearer assurance of toe comfort
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With Celastic Box Toes there's a permanent bond of doubler and lining to form a light but durable toe structure. The character in the toe of a last is reproduced accurately. Few items add so much to a shoe's value—help so much in establishing an ever increasing list of satisfied customers. In shoes with Celastic, the toe linings stay wrinkle-free and sag-free—assure toe comfort without question.



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UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

LEATHER and SHOES

Kinney Half Year Sales Ahead Of 1951

Sales of G. R. Kinney Co., New York retail shoe chain, totaled \$18,688,000 in the first six months of 1952, a gain of \$730,000 or 4.1 percent over sales of \$17,958,000 reported in the same period a year ago.

Sales during June of this year amounted to \$3,696,000, some \$16,000 or 0.4 percent less than the same month in 1951. May sales showed an increase of 4.5 per cent over May, 1951.

Vaisey-Bristol Opens Plant In Puerto Rico

Vaisey-Bristol Shoe Corp., Rochester, N. Y., manufacturer of infants' shoes, has announced opening of a new plant in Ponce, Puerto Rico.

The new plant is operating under the title Foot Mits Shoe Corp. and is currently producing some 1,400 pairs of infants' shoes per day. Capacity output is 4,000 pairs daily.

The modern plant, built by the Puerto Rico Industrial Development Co., affords some 38,000 sq. ft. of floor space. At present the company employs 125 native workers but expects to expand this to 300 shortly. All shoes produced at the Ponce plant are shipped to the U. S.

Baldwin Haug

... 83, retired *slipper manufacturer*, died recently in Newark, N. J., after a year's illness. Before retiring years ago, he was a well-known slipper manufacturer in the Newark area. A native of Germany, he came to the U. S. at the age of 12 and soon became active in the slipper business. Surviving are a son, Anthony; two daughters, Mrs. William Winter and Mrs. A. R. Gail; a sister, three grandchildren and two great-grandchildren.

Albert R. Freeman

... 74, retired *shoe executive*, died in an automobile accident in East Bridgewater, Mass., on July 7 while riding with his niece. He was formerly travelling auditor for Regal Shoe Co., Whitman, Mass., and had held the position for 35 years before his retirement about eight years ago. He was a veteran of the Spanish-American War, having served with the U. S. Infantry in the Philippines and was past commander and treasurer of the Peter Bowler Camp, Spanish-American War Veterans of Rockland, Mass. Surviving are his wife, Ina; a sister, and several nieces and nephews.

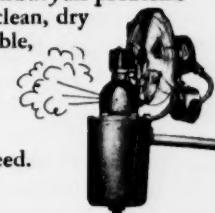
(Other Deaths on Page 44)



now is the time to get ready for next winter's DRY AIR and here's a better way to do it:

LAST winter's dry indoor air hurt you . . . and your leather—strength loss, weight loss, cracks, case hardening, uneven shrinkage, etc. That's done with. But if you are resolved not to pay the same price next year, now is the time to act. You can start saving the very first cold day of the coming winter.

Economical Armstrong Humidifiers end *dry air problems* by adding *automatically controlled, clean, dry steam to the atmosphere*. A comfortable, even humidity results. Extremely simple, they are installed much like unit heaters. Cost is only \$182 for a unit to humidify up to 40,000 cu. ft. Satisfaction is guaranteed.



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Miniature lasts after application of Slide-O-Glaze and immersion for thirty days in Water, Gasoline, Toluol, Methyl Ethyl Ketone, Alcohol, Carbon Tetrachloride, 2 per cent Ammonia Solution and Ethyl Acetate. After removal from containers and wiped off, lasts showed neither shrinkage nor swell.

Here's good news for shoe factory management! Last shrinkage and swelling (and all the dimensional woes that go with it) has now been practically eliminated with Slide-O-Glaze — United Last's new *protective* finish.

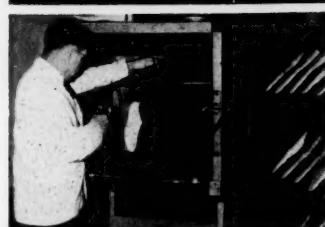
Slide-O-Glaze is an especially formulated product resulting from two years of exhaustive research and testing in the laboratory and under practical shoe factory conditions. It resisted chemicals, moisture, steam and friction. It withstood the application of heat, physical abuse and time. Now, right from your nearest United Last branch you can get lasts far more dependable in all dimensions . . . lasts that are easier to work with due to the toughness and durability of this improved finish.

Get protection for the style contours and fitting qualities in the next lasts you buy . . . get Slide-O-Glaze finish on United Lasts. For complete information write or call United Last Company, Boston, Massachusetts.

*Available on men's, women's and children's lasts.

UNITED LAST COMPANY
BOSTON, MASSACHUSETTS

"Slide-O-Glaze" — Lasts for the work life of the last



Application of Slide-O-Glaze at our Fitz Bros. Branch. Similar facilities are available at all seven United Last Company Branches.

FIGURING CHEMICAL COSTS

(Continued from Page 10)

White weight of one kip equals 15 pounds. Therefore, finishing costs of one pound white weight are as follows: Average chemical costs, 0.393 cents; replacing chemical costs, 0.716 cents.

Total Processing Chemical Costs of One Pound White Weight of Black Kip.

TABLE 14 Chemical Contents of Black Finishes				
Denomination	In 2-gal. stain lbs.	In 5-gal. pigment coat lbs.	In 2½-gal. top coat lbs.	Total lbs.
Lactic (glycolic) acid	1.00			1.00
Nigrozine	0.40	0.75	0.38	1.53
Black pigment		10.00		10.00
Beef blood		2.50	1.25	3.75
Orange shellac		0.50	0.13	0.63
Caseine		0.25	0.13	0.38
Irish moss		0.03		0.03
Formaldehyde		0.63	1.25	1.88
Turkey red oil		0.50		0.50
Poly ethyl glycol		1.50	0.38	1.88

TABLE 15 Finishing Costs of 100 Black Kips.					
Denomination	Average Consumption lbs.	Average Price of 1 lb. c	Average Chemical Costs \$	Replacing Price of 1 lb. c	Replacing Chemical Costs \$
Lactic (glycolic) acid	1.00	12.22	0.122	43.20	0.432
Nigrozine	1.53	79.44	1.078	96.21	1.472
Black pigment	10.00	22.81	2.281	34.30	3.430
Beef blood	3.75	7.00	0.262	10.00	0.375
Orange shellac	0.63	60.27	0.308	373.22	2.351
Caseine	0.38	21.20	0.081	37.75	0.143
Irish moss	0.03	24.00	0.007	75.00	0.023
Formaldehyde	1.88	7.89	0.148	11.64	0.218
Turkey red oil	0.50	20.18	0.101	27.50	0.138
Poly ethyl glycol	1.88	76.20	1.441	115.07	2.163
Total			\$5.901		\$10.745

TABLE 17 Beamhouse Chemical Costs of 100 Heavy Hides.					
Denomination	Average Consumption lbs.	Average Price of 1 lb. c	Average Chemical Costs \$	Replacing Price of 1 lb. c	Replacing Chemical Costs \$
Lime	600	0.54	3.246	0.54	3.246
Sodium sulfide	150	2.12	3.182	4.57	6.848
Total			\$6.428		\$10.094

TABLE 18 Deliming Chemical Costs of 100 lbs. White Weight.					
Denomination	Average Consumption lbs.	Average Price of 1 lb. c	Average Chemical Costs \$	Replacing Price of 1 lb. c	Replacing Chemical Costs \$
Ammonium sulfate	0.70	1.70	0.012	2.39	0.017
Muriatic acid	0.15	1.00	0.002	1.67	0.003
Total			\$0.014		\$0.020

TABLE 19 Chemical Costs of 100 lbs. Tanned Weight in Loading.					
Denomination	Average Consumption lbs.	Average Price of 1 lb. c	Average Chemical Costs \$	Replacing Price of 1 lb. c	Replacing Chemical Costs \$
Epsom salts	3.00	1.10	0.033	1.74	0.053
Molasses	2.50	0.79	0.020	0.79	0.020
Glue	0.24	22.28	0.054	34.42	0.059
Sulfonated oil	1.50	17.82	0.267	26.30	0.395
Mineral oil	0.80	6.12	0.049	6.12	0.049
Hexamethylene tetramin	0.90	27.61	0.248	33.70	0.303
Total			\$0.671		\$0.878

Chemical Costs of Sole Leather Bends

Beamhouse Costs: These have to be related to the number of pieces the same way as black kips. The hides were limed in loads of 100 pieces with the materials as shown in Table 17.

According to Table 1 (See L&S, Nov. 24, 1951), the white weight of one heavy hide equals 73 lbs. Thus, liming expenses of one pound white weight were as follows: Average chemical costs, 0.088 cents; replacing chemical costs, 0.139 cents.

Deliming

Material consumption was related to the white weight immediately. (See Table 18.)

Deliming costs of one pound white weight: Average chemical costs, 0.088 cents; replacing chemical costs, 0.138 cents.

Tan: The only chemicals used in tanning were sodium sulfite and bisulfite, which were considered as auxiliary materials for tanning extract preparation and whose prices were listed as tanning expenses accordingly.

Loading: Chemical consumptions were related to wet-tanned weight. (See Table 19.)

According to Table 2 (See L&S, Nov. 24, 1951), 95 pounds white weight equal 100 pounds tanned weight. Therefore loading expenses of one pound white weight are as follows: Average chemical costs, 0.706 cents; replacing chemical costs, 0.924 cents.

Polish: For each bend, three fl. oz. of an emulsion were used which contained three percent carnauba wax, one percent soap, two percent caseine and five percent methylated spirits.

The average weight of one finished bend being 11 pounds, there were used 27 ounces for 100 pounds finished weight. These 27 fl. oz. contained the chemicals as shown in Table 20.

According to Table 2 (See L&S Nov. 24, 1951), 100 pounds finished weight equal 125 pounds white weight. Therefore, polishing expenses of one pound white weight were: Average chemical costs, 0.040 cents; replacing chemical costs, 0.056 cents.

All chemical expenses of one pound white weight are contained in Table 21.

Table 21

*Total Chemical Costs of One Pound
White Weight of Sole Leather*

	Average Cost	Replacing Cost
Lime	0.088c	0.138c
Deliming	0.014	0.020
Loading	0.706	0.924
Polish	0.040	0.056
Total	0.848c	1.138c

Chemical costs of one pound white weight of all articles registered in Table 8 (See L&S Jan. 21, 1952) were determined by a similar method theoretically. The obtained average chemical costs per pound white weight were multiplied with the white weights of manufactured quantities listed in Table 8 and summed up. The sum had to be considered as the theoretical value of the chemical consumption, based upon average prices. (See Table 22.)

The theoretical value of chemical consumption at average prices \$255,464.31 had to be confronted with the real value of total chemical expenses which was \$271,108.13.

By division the factor 1.061 was obtained, which means that practical expenses were 6.1 percent higher than theoretically calculated. This could be considered as fairly good accordingly.

The obtained factor 1.061 could be used to convert all theoretical chemical expenses into practical ones. Expenses calculated at replacing prices had to be multiplied by the same factor, because exactly the same difference had to be expected between theoretical and practical values if calculated at replacing prices as if calculated at average prices. The chemical expenses thus obtained for the different articles are shown in Table 23.

In the following year after the calculation period it happened several times that new calculations had to be made up concerning chemical consumption. Reasons for this were rising prices, changes in the chemical process caused by material shortages, and introductions of new articles. In each case the new chemical costs were calculated theoretically and converted into practical values by multiplication by the factor 1.061. This factor remained valid until new one could be obtained after having finished calculations of the following year.

(Note: The next article in this Tannery Cost Accounting series will appear in an early issue of LEATHER AND SHOES.)

TABLE 20
Polishing Chemical Costs of 100 lbs. Finished Weight.

Denomination	Consumption lbs.	Average Price of 1 lb. c	Average Chemical Costs \$	Replacing Price of 1 lb. c	Replacing Chemical Costs \$
Carnauba wax	0.05	50.32	0.025	66.79	0.033
Caseine	0.03	21.20	0.006	37.75	0.011
Soap	0.02	31.20	0.006	42.52	0.009
Methylated spirits	0.08	16.20	0.013	21.34	0.017
Total			\$0.050		\$0.070

TABLE 22
Chemical Costs of Total Production.

	Average Chemical Costs of One Pound	Amount of Average Chemical Expenses	Replacing Chemical Costs of One Pound
	c	\$	c
Waterproof upper leather	3.979	19,975.45	6.376
Russet upper leather	3.502	53,020.04	5.682
Harness leather	4.388	14,467.37	7.008
Beltling leather	5.242	27,818.01	7.688
Sole leather bend	0.848	12,621.13	1.138
Sole leather shoulder	0.786	4,166.80	0.998
Sole leather belly	0.749	2,143.94	0.976
Insole shoulder	0.936	6,554.65	1.229
Insole belly	1.073	13,284.32	1.401
Russet split	3.502	6,903.72	5.682
Insole split	0.936	1,822.16	1.229
Black kip upper leather	2.461	29,356.18	3.944
Colored kip upper leather	2.886	8,233.54	4.783
Embossed kip upper leather	3.118	20,831.04	5.407
Kip insole leather	0.936	4,765.14	1.229
Suede kip splits	8.127	5,628.35	11.602
Lining kip splits	2.681	1,479.19	4.203
Black calf upper leather	2.461	928.48	3.944
Colored calf upper leather	2.886	3,338.17	4.783
Suede calf	8.127	4,298.37	11.602
Embossed calf bag leather	4.675	455.97	6.673
Sheep garment leather	5.677	4,843.78	8.698
Sheep lining leather	2.144	4,716.22	3.102
Embossed sheep bag leather	5.028	2,653.93	8.123
White suede glove leather	3.613	111.82	6.002
Colored suede glove leather	8.127	380.42	11.602
Chrome nappa leather	4.484	595.87	7.022
Embossed lamb bag leather	6.729	70.25	9.409
Total		\$255,464.31	

TABLE 23
Chemical Expenses for One Pound of White Weight, Converted into Practical Values.
Article

	Average Costs c	Replacing Costs c
Waterproof upper leather	4.211	6.764
Russet upper leather	3.716	6.029
Harness leather	4.655	7.435
Beltling leather	5.561	8.157
Sole leather bends	0.899	1.207
Sole leather shoulders	0.834	1.058
Sole leather bellies	0.794	1.035
Insole shoulders	0.993	1.303
Insole bellies	1.138	1.486
Russet splits	3.716	6.029
Insole splits	0.993	1.303
Black kip upper leather	2.611	4.184
Colored kip upper leather	3.062	5.075
Embossed kip upper leather	3.308	5.736
Kip insole leather	0.993	1.303
Suede splits	8.622	12.310
Lining splits	2.845	4.459
Black calf upper leather	2.611	4.184
Colored calf upper leather	3.062	5.075
Suede calf	8.622	12.310
Embossed calf bag leather	4.960	7.080
Sheep garment leather	6.023	9.228
Sheep lining leather	2.274	3.291
Embossed sheep bag leather	5.334	8.618
White suede glove leather	3.834	6.368
Colored suede glove leather	8.622	12.310
Chrome nappa leather	4.757	7.450
Embossed lamb bag leather	7.139	9.982

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Lines Wanted For St. Louis Territory

ESTABLISHED TANNER and Manufacturers Representative is interested in obtaining additional high grade representative lines for the St. Louis and vicinity territory. References and any other information gladly given. Address G-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Putting Out Machine

WANTED: Used 72" Woburn type "B" Putting Out Machine.

Address G-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Help Wanted

Finisher Wanted

FINISHER with experience in high grade upper leather finishing and accustomed to using synthetic finishes.

Cape Leather Co., Ltd.,
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Port Elizabeth, So. Africa

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WANTED—SALESMAN WITH HEADQUARTERS IN CHICAGO OR VICINITY TO SELL A LINE OF STITCHDOWNS, CEMENTS AND GOODYEAR WELTS TO THE VOLUME TRADE OF THE Middle West and Twin Cities, to replace a Salesman who has had the position for the past 25 years but who plans to retire in the near future. Must be acquainted with Volume Buyers as strictly make-up orders involved. Chicago office desired, not necessary. Give experience and references when replying to the HAGERSTOWN SHOE COMPANY, HAGERSTOWN, MARYLAND.

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IF YOU ARE cutting your production and have to release some dry and wet leather, split him a favor and do us a favor by passing this ad on to him. We have a permanent opening for a man who knows the splitting machine so that he can replace worn parts and keep the machine in proper adjustment. Replies should include full details of experience and personal history. Address G-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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**INDIAN VEGETABLE TANNED KIPS AND CHROME TANNED
KIPS IN CRUST CONDITION.**

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LEATHER and SHOES

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Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements by bona fide buyers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Superintendent

MANUFACTURER of leather welting has opening for superintendent. Must be fully experienced in tanning and currying of welting leathers and modern methods of producing popular types of shoe welting. Address G-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Shop Needs Man

SOUTHWESTERN leather shop needs man with full knowledge and experience in all phases of belt and bill fold production.

Address G-8,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Chemist

EXPERIENCED in the development and manufacture of shoe and leather finishes. Midwest location. Please give experience, education, salary expected and draft status. Address G-11, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Service Representative

PREFERABLY EXPERIENCED in selling finishes to shoe factories or familiar with the use and application of shoe finishes. Please state experience, age, and salary expected. Address G-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Chemist

A LARGE TANNER in Havana requires experienced leather chemist with ample knowledge of making side leather, also in finishing all types of leather. When writing, please state all references and experience in tanning leather. Address G-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

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SALES DEMONSTRATOR: Young man with six years experience in tannery, including two years in laboratory, desires position. Willing to relocate.

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Coming Events

July 27-30, 1952—Baltimore Shoe Show sponsored by the Baltimore Shoe Club, Inc., and Associated Shoe Travelers, Inc., Lord Baltimore Hotel, Baltimore, Md.

Aug. 18-21, 1952 — Annual Show of Leather Goods and Luggage Manufacturers of America, Inc., Palmer House, Chicago.

Sept. 3-5, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Sept. 4-5, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York City.

Oct. 5-9, 1952—Advance Boston Shoe Show, sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston, ad member showrooms.

Oct. 6-8, 1952—Annual Convention of the Industrial Research Institute of Canada, Montreal, Quebec, Canada.

Oct. 22, 1952—National Hide Association Annual Fall Convention. Edgewater Beach Hotel, Chicago, Ill.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

Nov. 30-Dec. 4, 1952—Popular Price Shoe Show of America. Showing of shoes for Spring 1953, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York.

April 9-10, 1953—Spring Meeting of Tanners' Council of America, Inc., Boca Raton Club, Boca Raton, Fla.

April 26-28, 1953—Fifth Factory Management Conference, Sponsored by National Shoe Manufacturers Association, Netherlands-Plaza Hotel, Cincinnati, O.

Deaths

Charles Brunell

... 79, shoe superintendent, died recently in Physicians' Hospital, Flushing, N. Y., after a heart attack. A veteran shoe executive, he lived in the Chicago area for 20 years and was Chicago general superintendent of Hanan & Sons and J. P. Smith Shoe Co. for many years prior to his retirement in 1950. He was a native of Radford, N. Y. Surviving are his wife, Mabel; a son, Charles H.; three daughters, Miss Doris, Mrs. Florence Thomson and Mrs. Pearl Thomson; and a brother, Joseph.

Frederic Blodgett

... 76, leather manufacturer, died July 11 in Bangor, Me., after a long illness. Active in the tanning industry for many years, Blodgett became president of the Blodgett Tannery in 1930. Later, he became active in political affairs and served two years as state representative. He leaves his wife, Jessie; two sons, Dr. Franklin Blodgett and Corp. Elliott Blodgett; a daughter, Mrs. Stanley Page; a brother, five grandchildren, and several nieces and nephews.

Herbert A. Schulz

... 58, shoe executive, died recently at St. Joseph's Hospital, Beaver Dam, Wis. A native of Milwaukee, he lived there for 30 years and was associated with several shoe firms in the vicinity. He joined the Weyenberg Shoe Co. staff in 1925 and was active as an executive for several years. Surviving are his wife, Grace; a son, Robert; a daughter, Marie, a sister and a brother.

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If you've ever tried it, you know Tufsta is the best shoe reinforcing material you can buy. If you haven't, here are four sound reasons why it will pay you to try Tufsta, now:

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Tufsta Doubler gives lighter, cheaper leathers the top quality appearance of the best grade shoes. It adds plumpness — gives right body for stitching — is non-absorbent — won't shrink — prevents wrinkling when lasts are pulled. Send for samples now.

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Cool airy shoes increase in appeal when fitting is confident and comfortable with SHUGOR MESH GORE. It makes pert patterns practical for the maker, the seller, the wearer. SHUGOR is a part of style . . . a feature women appreciate.



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